



But I Can't Ask for Money! Getting Past the Fear of Asking

Many first-time fundraisers are intimidated by the idea of asking for money. Read over these tips:

1. **Remember you are not begging for money; you're inviting people to a part of a cause you are passionate about.** You know the worthiness of the cause – otherwise you wouldn't have chosen to get involved! All you have to do now is share that enthusiasm with others, and help them recognize the merit of your cause.
2. **No one will give if they're not asked.** It seems simple, but it's true!
3. **Always begin a talk with a potential donor by simply sharing your enthusiasm** for Free Wheelchair Mission, you'll be amazed at how many people will ask "Where do I send the check?"
4. **Don't be intimidated to remind people about your efforts after you've spoken with them once** – life is busy and your letter may have gotten buried at the bottom of the stack, not because they don't want to give, but because they simply forgot!
5. **You are really giving people the opportunity to do something for a greater good.** Many people really do care and want to help others out, but it's easy to get wrapped up in personal things and forget about the bigger picture. Educating them about the challenges that people who are physically disabled face in other countries can help broaden their worldview, and through their donation, can give them the satisfaction of knowing they have done something great.

Consider the impact of the following quotes as you begin your campaign to bring hope, dignity, and independence to individuals and families across the world:

"How wonderful it is that nobody need wait a single moment before starting to improve the world." - Anne Frank

"Everybody can be great... because anybody can serve. You don't have to have a college degree to serve. You don't have to make your subject and verb agree to serve. You only need a heart full of grace. A soul generated by love." - Martin Luther King, Jr.

"The best way to find yourself is to lose yourself in the service of others." - Mohandas Gandhi