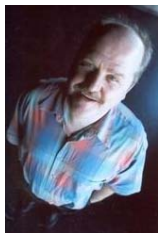


## Fundraising

- A**traction is better than selling
- B**oldness - ask the difficult questions
- C**ommunication - regular updates
- D**etailed information and reporting
- E**xplain where each pound/dollar/yen will go
- F**ollow through with what you say
- G**iving is more joyful than receiving
- H**ave a strategy (ask for help by email if you wish)
- I**nvolve people in the process /ministry
- J**ust be real - don't overstate anything
- K**now your service AND your prospective givers
- L**imits set by you will become obstacles
- M**oney is NOT the root of all evil
- N**eed - people have a need to give in response to real need
- O**pen accounting is very important
- P**artnership is the key to unlocking finance
- Q**uantify the 'no' - for ever? for now?
- R**espect people for who they are; not just for their money
- S**pend time detailing what you do
- T**elephones are useful - but not enough
- U**nderstand who your ideal supporter is
- V**iew things from the other side of the fence
- W**hy should people give to you? (know the answer)
- X**pect more no than yes
- Y**our network provides your potential
- Z**ero in on your purpose



### **About Nigel**

Nigel has been paid to work with young people since 1991 and did it voluntarily before then. He actually believes he hasn't been to work since then because he enjoys himself so much. He is available for private consultation and coaching as well as having resources available e.g. **Understanding Teenagers A-Z**.

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**Teencoach - Helping Young People Find A Better Way**

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