

# Anxiety/Excitement Worksheet

Most of us have some anxiety about making face-to-face asks. Yet we push through that anxiety because we care and want to make a difference.

Take a moment to complete this worksheet. Which of these statements describe you? First identify and check off what makes you anxious. Then remind yourself of what excites you and why you ask, which puts everything back in perspective. On page 2 are some thoughts on dealing with anxiety over how much to request.

## anxiety

- I don't know how to ask.
- I have no idea how much to request.
- I'll ask for too much and the donor will be offended.
- I'll ask for too little and leave money on the table.
- I'll look awkward and uncomfortable.
- They'll say "no."
- They'll be offended.
- I might do a bad job.
- I'm not sure why I'm asking.

## excitement

- I care so much about this cause.
- I love to get to know other people who are interested in the cause.
- I'm fully committed to reaching the goal.
- I want to set a good example to other staff and volunteer askers.
- I get a kick out of telling people about this organization.
- It's a pleasure to create meaningful relationships with our donors.
- I'm passionate about seeing our programs expand.

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## excitement (continued)

\_\_\_\_\_ I look forward to seeing the donors who have become friends.

\_\_\_\_\_ When I talk with a donor, I reignite my own commitment.

\_\_\_\_\_ There's nothing like having a donor say "yes."

## there is no perfect amount to request...

...if there were, this whole process of asking would be so much easier, wouldn't it?

So here's what you need to remember:

**\*You will never have every bit of information before you ask. No matter what you find out about the donor's presumed wealth or lifestyle or philanthropic outlook, you still can't know exactly where the donor stands until you ask.**

**\*If you worry that sometimes you might ask for "too much," you'll always ask for too little. What is "too much" anyway? More than the donor will give? Or can give? If you have been forthright throughout the process and you have asked politely, the donor should not be upset in any way with you. If the donor does get upset with you, it most probably reflects an issue that has nothing to do with you.**

**\*If you worry you might ask for too little, that perhaps the donor will say "yes" quickly and you'll feel like you could have asked for more, there will always be a next time. You are building a lifelong relationship with the donor. Over time, as you continue to have conversations about gifts to your organization, you will understand all the better what the donor's capacity and inclinations are.**