

Hello you awesome fundraiser:

The only things we can ultimately control is our behavior and our attitude. When we do more of the right behavior, good stuff happens. Here is a simple and very effective tool to make sure you are calling as many prospects and donors as possible, every week to grow your fundraising program and exceed your goals this year.

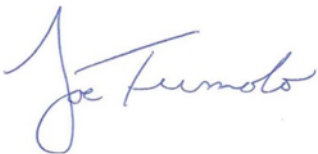
There are 3 templates depending on how many weekly calls your schedule allows. Simply print out your template every Monday morning and as you pick up the phone to call prospects and donors, cross off a number. Make sure that you do not finish your work week until you have crossed off all the numbers on your sheet.

The key is to only use this for people who are not expecting your call. This is guaranteed to increase the volume of new gift conversations you and your team are generating.

You can have fun with this. For example, develop a monthly dials contest with your team. Each fundraiser submits their completed dials sheet at the end of every month. Whoever has the most dials or has the highest percentage of dials made vs their goal, gets a prize (gift card, finish work 2 hours early on a Friday, etc.).

Please let me know if I can answer any questions and share your success stories with me. I love to hear them.

Happy Smiling and Dialing,



Joseph Tumolo



WEEKLY SMILING AND DIALING TRACKER

Name: _____

Week of: _____

30 29 28 27 26 25

24 23 22 21 20 19

18 17 16 15 14 13

12 11 10 9 8 7

6 5 4 3 2 1

Bonus Dials _____ _____ _____ _____ _____ _____



WEEKLY SMILING AND DIALING TRACKER

Name: _____

Week of: _____

20 19 18 17 16

15 14 13 12 11

10 9 8 7 6

5 4 3 2 1

Bonus Dials _____



WEEKLY SMILING AND DIALING TRACKER

Name: _____

Week of: _____

10	9	8	7	6
5	4	3	2	1

Bonus Dials _____