



The Complete Canvassing Handbook: Master Your Pitch, Overcome Objections, and Watch Your Fundraising Program Take Off! (Paperback)

By Mathew Huff M a

Createspace Independent Publishing Platform, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Learn all the secrets and techniques to becoming an incredibly successful canvasser! Create a profitable and secure fundraising program for your charity or non-profit now! Proven Techniques to Turn Prospects into Donors. Every face-to-face conversation is a potential donor! Learn proven techniques to lead people from being on the sidelines to becoming supporters! Learn the Anatomy of a Pitch. Not all pitches are created equal! Learn the key components of successful fundraising, including how to ask high and ask strong! Quit winging it and start killing it! Strategies to Overcome Common Objections. In a perfect world, people would support your organization on the first ask. Unfortunately, we don't live in a perfect world, and prospective donors often want to think about it, do more research, or ask their spouse. In this book, you will learn high-percentage responses to common objections guaranteed to increase your new-donor acquisition!



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