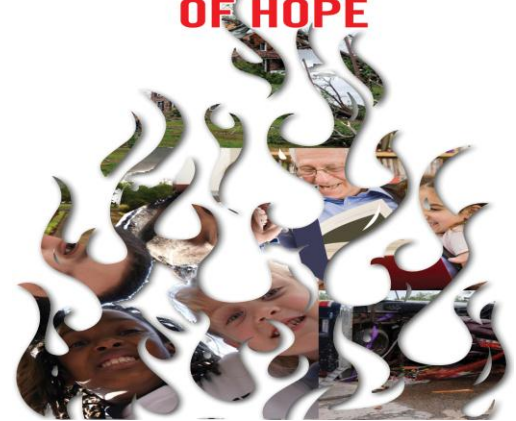


TIP SHEET

State Combined Campaign



Be the Spark that
**LIGHTS THE FLAME
OF HOPE**



Remember to:

- participate in the training sessions, agency tours, and the Kick-off.
- personally invite people to participate. Technology is a useful tool, but it doesn't substitute personal contact.
The best campaigns are both high-tech and high touch.
- take a positive approach.
- listen, encourage questions, and answer all questions.
When you need help, contact your statewide coordinator, Local Campaign Manager or call the Statewide Campaign Manager's office at 334.269.4505.
- ask for an increase in the pledge amount – even if it is only \$1.00 because every dollar makes a difference.
- turn in ALL pledge cards, checks, and cash promptly to your statewide coordinator.
- ask everyone to make a decision, even though the decision to give is always voluntary.
Remember that pledge cards and pledge amounts are personal and confidential.

Please don't:

- forget to respond to anyone who asked a question. If you accidentally forget to do so immediately, remember an answer is still important.
- leave someone's pledge card on their desk or ask for their contributions over the phone, by memo, or email.
- approach people without notice, when they're obviously busy, or under pressure to make a deadline.
- ever pressure anyone to give, but do make a sincere effort to demonstrate the positive impact SCC contributions have on people who need help.
- forget to say "Thank You!". Thank everyone – every person you ask – regardless of whether or not they contribute to the SCC, thank them for their time and consideration.

State Combined Campaign
8 Commerce St, #1140
Montgomery, AL 36104
Phone: 334.269.4505
Fax: 334.269.4410