

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.

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