



2.1 How to Say NO!

Topic 2: Lending, Giving, Donating

- Maybe money is tight and you don't have the dollars to spare right now.
- Maybe you don't really support their cause and giving them a donation feels wrong.
- Maybe, there is a charity doing the same kind of work but being more efficient and effective in their mission, and you'd prefer to send your donations there.

What ever your reason, it's ok to say no. But it's not always easy. Saying "No" is easier when "Yes" is clear, this is why it is important to define your donation rules.

"Jim, thank you for asking me. I really respect and admire you for getting out there and supporting a cause you believe in. I wish I could donate, but (insert rule violation here). I wish you tons of success with your fundraising."

"I wish I could donate, but I've already reached my monthly donation limit."

"I wish I could donate, but I focus my giving on supporting causes that support veterans, sports, and help people get out of poverty."

"I wish I could donate but I have not included your organization in my giving plan. Please leave me some information so that I can consider your organization for next year."

"I am not able to donate money at this time, but I can give my talents and time in lieu of money."

Don't feel guilty. Donating is a personal choice, so no guilt should be associated when declining to give.