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## presented by

**Brian Saber**  
president,  
asking matters



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## agenda

- shy, introverted or both?
- introverts make great fundraisers
- asking styles & partnering
- introverts and special events
- introverted donors
- questions/takeaways



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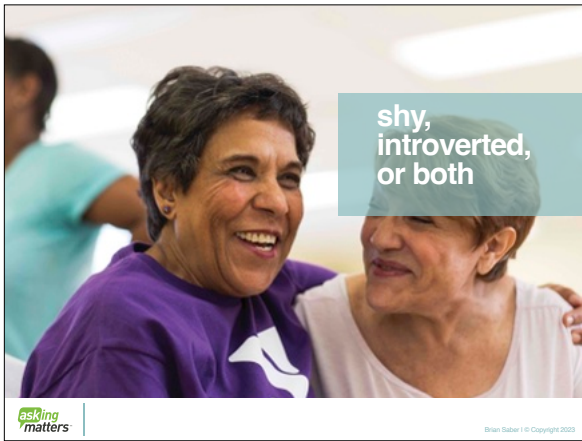
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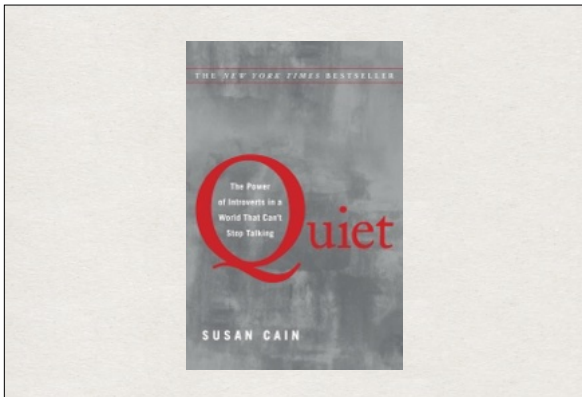
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introverts  
make great  
fundraisers

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# listening



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# listening



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# asking styles and partnering



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**asking styles**



Many ways to be effective  
**Many ways to ask**

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**asking styles**

how do you interact with people?

**extrovert =** derive energy from others | talk to think

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**introvert =** derive energy from oneself | think to talk

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**asking styles**

how do you take in information?

**analytic =** inductive fact-oriented | data to idea

**intuitive =** deductive idea-oriented | idea to data

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## asking styles



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## asking styles

fact based  
goal oriented  
strategic  
competitive  
driven



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## asking styles

fact based  
goal oriented  
strategic  
competitive  
driven



big picture  
high energy  
creative  
quick  
engaging

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# asking styles

fact based  
goal oriented  
strategic  
competitive  
driven



rainmaker

ANALYTIC



mission controller

INTROVERT



go-getter

EXTROVERT



kindred spirit

INTUITIVE

big picture  
high energy  
creative  
quick  
engaging

feelings oriented  
attentive  
caring  
thoughtful  
selfless

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# asking styles

fact based  
goal oriented  
strategic  
competitive  
driven



rainmaker

ANALYTIC

detailed  
thorough  
methodical  
responsible  
observant



mission controller

INTROVERT



go-getter

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# asking styles



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# asking styles



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# asking styles

## partnering

- staff & volunteer
- program and fundraising staff
- two fundraising staff
- two volunteers

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# asking styles

rainmaker

EXTROVERT

go-getter

ANALYTIC

INTUITIVE

mission controller

INTROVERT

kindred spirit

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# asking styles

exercis

How might your Asking Style impact how you work together to cultivate and ask for gifts?

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# asking styles

not more effective

not less effective

just different

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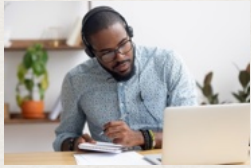
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# asking styles

quiz.askingmatters.com



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# introverts and special events



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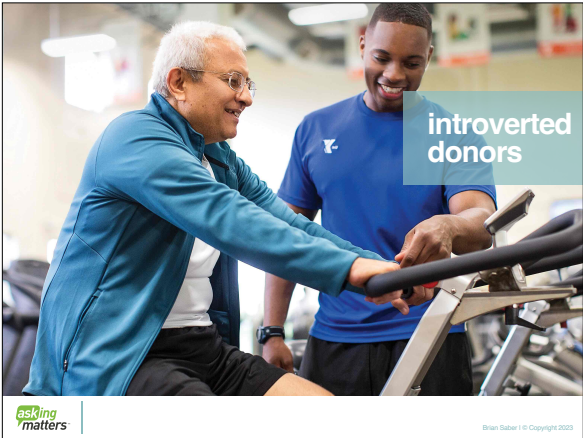
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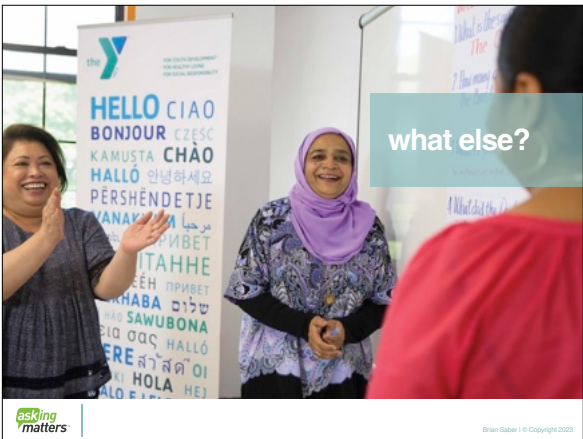
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questions?  
takeaways?



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[FundraisingForIntroverts.com](http://FundraisingForIntroverts.com)

In paperback and ebook...  
wherever books are sold!



**Fundraising  
For Introverts**  
Redefining Our Powers for What Matters  
Brian Saber

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