

COPE Fundraising Campaign

Daily Debrief Questions

How many cards did you collect today? _____

How much money (in per month equivalents) did you collect today?

How many people did you talk to? _____

If some people are having a hard time meeting their goals you should consider asking them to report the names of all of the people they talked to each day. Locals report that after a few days of this type of debrief staff started meeting their goals and no longer had to turn in names.

Why did people say yes?

Why did people say no?

Did you ask stewards and other member leaders? Yes or No

Where will you be going tomorrow?

Who will you be asking tomorrow?

Important things to look for:

Are they asking enough people? Our experience is that people will need to ask 4 people for every "yes" that they need to reach their goal.

Are their commitments for fewer dollars than the standard goal? If yes, discuss with them how to ask for the amount they want and wait for an answer before they give the option of pledging for less money.