**1. My family story: Asking for help.**

Not a sad story.

Embedded in my little girl’s request was all the stuff of asking laid bare.

Can you see me? Do I matter? Do you love me? Will you help me?

**2. Subway Stories: Offering help.**

Action: Raise your hand

Giving me a seat

It feels good to offer help. Sometimes if feels good to receive help. But asking for help? That’s something else entirely.

Liz Jackson. Liz seat share and invisible disabilities.

Dave Dunlop: Best when donors ask how they can help. Dave found asking difficult too. Why?

**3. Lizard Brain/Lion Heart Exercise**

Let volunteers go after Lizard Brain. Introduce Lion Heart (Sympathetic NS)

The anxieties of both askers and donors are the same.

You are not worthy. You will not be seen. You will not be loved. You’ll look foolish or stingy or somehow less than.

 **4. Learning from your experience**

Make big gifts to small organizations.

Become friends with people who are very poor and very rich.

**5. The Paradox of Asking: Open Fist Exercise**

Our focus in the fundraising business is often misguided.

We think we want to learn how to make people give – to learn the tricks and techniques of asking. And yes, I am doing a workshop on asking technique in the next session here.

But really, what we need to know is how build trust and let people help.

**6. Conclusion**

I’ve learned:

1. Whether we are rich or poor, askers or givers, we’re on the same side.

2. Liz: Things go better when I wear a help badge.

3. Clem and Carole: We can connect across social divides.

4. Trust is the glue that makes it all possible.

Three things that’ll help you ask for what you want and get it.

1. Ask only for things that will benefit the giver.

2. Learn the techniques, but don’t use them as ploys.

3. Slow down to build trust.

Final note: My family gathering.

Thank you.