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Asking Styles & Your Team



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presented by


Brian Saber
president,
asking matters



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asking
styles

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

introvert = derive energy from oneself | think to talk

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how do you take in information?

analytic = inductive fact-oriented
data to idea

intuitive = deductive idea-oriented
idea to data

asking styles

fact based
goal oriented
strategic
competitive
driven



rainmaker

ANALYTIC



go-getter

INTUITIVE

detailed
thorough
methodical
responsible
observant



mission
controller



kindred
spirit

feelings oriented
attentive
caring
thoughtful
selfless

EXTROVERT
INTROVERT

asking styles

what's the goal?

rainmaker

EXTROVERT

what's the opportunity?

go-getter

ANALYTIC

INTUITIVE

what's the plan?

mission controller

INTROVERT

what's moves my heart?

kindred spirit

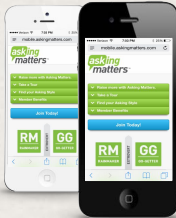
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asking styles

available online at
www.askingmatters.com
...or on your smartphone



asking matters

- What is the best way to ask a question?
- How do I know if my question is a good one?
- How do I know if my question is a bad one?
- How do I know if my question is a bad one?

ask a question

RM **GG**

asking matters

- What is the best way to ask a question?
- How do I know if my question is a good one?
- How do I know if my question is a bad one?
- How do I know if my question is a bad one?

ask a question

RM **GG**

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asking styles

↓

not more effective

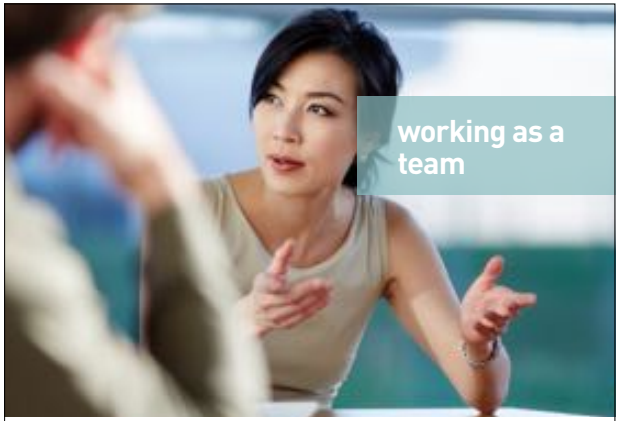
not less effective

just different

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working as a team

asking matters

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working as a team

fact based
goal oriented
strategic
competitive
driven



rainmaker

EXTROVERT



go-getter

big picture
high energy
creative
quick
engaging

ANALYTIC

INTUITIVE

detailed
thorough
methodical
responsible
observant



mission controller

INTROVERT



kindred spirit

feelings oriented
attentive
caring
thoughtful
selfless

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exercise

working as a team

- how does your Style impact how you lead?
- how does your Style impact how you take direction?



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exercise

working as a team

- how would the three of you work together?
- are there particular jobs one or another might excel at given your Style?

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partnering on asks

asking matters

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prepare the ask

five steps of the ask

partnering

staff & volunteer

program and fundraising staff

two fundraising staff

two volunteers

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set up the meeting

five steps of the ask

communication

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set up the meeting

five steps of the ask

very strategic
phone or email
follow-up email/note

rainmaker

EXTROVERT

go-getter

spur of the moment
most likely phone
follow-up email/note

ANALYTIC
INTUITIVE

more formal/detailed
letter or email
follow-up call

mission controller

INTROVERT

kindred spirit

letter or email
follow-up call to letter
early in day or week

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ask for the gift

five steps of the ask

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ask for the gift

exercise

five steps of the ask

- how might you prepare/practice
- assume a Kindred Spirit donor
- who will play what role in the meeting

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follow through

five steps of the ask

tie down details report progress further strategy quick to move on to next "sale"	 rainmaker	EXTROVERT	 go-getter	big gesture personal thanks ongoing engagement rush through without enough thought
ANALYTIC		INTUITIVE		
detailed written confirmation precise follow up solid reporting can be too methodical	 mission controller	INTROVERT	 kindred spirit	make donors feel appreciated hand-written notes focus too much on all donors

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www.askingmatters.com/LifeLegacy

PDF of Slides

Your Asking Style Exercise
 Ask As You'd Be Asked Exercise
 How to Support Each Asking Style Chart

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