

Report by
May 31.

WESLEY FOUNDATION COMMISSION
EXPANSION CAMPAIGN
Kansas Methodist Conference
General Solicitation May 14-24, 1942

Name Dr. F. C. Allen Address _____

County or Division _____ Team Leader _____

SOLICITOR'S PACKET ENVELOPE. USE IT FOR YOUR ASSIGNMENT LISTS, PLEDGE CARDS, FOLDERS, ETC.

IMPORTANT SUGGESTIONS:

1. STUDY YOUR SALES MATERIAL. GET BUSY EARLY. Make your OWN PLEDGE at once and set the example of a good salesman who believes in himself, doing what he asks of others.
2. SOLICIT ONLY PROSPECTS whose names have been assigned to you. Make your approach in a salesmanlike manner. BE COURTEOUS, never solicit or ask for interviews by telephone.
3. PRESENT YOUR CAUSE IMMEDIATELY; do not be drawn into discussions about topics of the day.
4. TACTFULLY SUGGEST the amount you hope to get before your prospect has an opportunity to set his own standard. Ask largely.
5. AIM HIGH! Always try to get subscription based on cash, monthly, quarterly, or semi-annual payments if possible; however, if necessary, let prospect make his own terms providing payments are completed by Nov. 1, 1943.
6. SIGNED PLEDGE CARD must accompany every subscription reported--be it cash or pledge. If cash or check in part or full payment be made, note same on card, attach cash or check to pledge card. Give a receipt to donor.
7. DO NOT LEAVE PLEDGE CARD if prospect is not in, or you cannot secure a subscription the first time; leave the matter open, call again in either case. Do not let him say "NO". Suggest further consideration. Do not under-rate prospect's ability to give.
8. TEAM WORK IS ESSENTIAL. Go in pairs. This will bring results; support your colleague.
9. REPORT DAILY to your Team Leader the results of your efforts. Carefully make necessary notations on all cards before returning them.
10. Whether you secure a subscription or not, please endeavor to leave your prospect FRIENDLY TO THE WESLEY FOUNDATION.
WE WILL WIN!