

4. It is possible to enlist the cooperation of friends for sustained effort because the time is short.
5. It equalizes the task by distributing it over a considerable number of people.
6. The result is accomplished by volunteer workers whose public spirit more than compensates for lack of sales experience.
7. It creates a corps of interested workers, many of whom are thus led into the ranks of permanent committeemen and valuable friends.

The right approach

Right approach is very important.

One should never assume the role of beggar, but rather of one who is sharing the opportunity of making an investment in the Methodist Youth at the tax-supported schools of the State.

Salesmanship

Good salesmanship is the ability to lead another person from his point of view to yours, and to leave him well satisfied, says a sales manual. Secure the prospect's attention, arouse his interest, present the plan, then proceed to the real work of closing the transaction, of getting action, and securing the pledge. These are necessary steps.

People seldom give unless they are asked to do so.

There is never an easy way nor a convenient time to raise money.