

**The appointment:  
Asking for a Gift**

*Marianna:* Hi, Jane. Thanks for having coffee with me today.

*Jen:* No problem thanks for asking.

*Marianna:* It's really great having you as a volunteer coach. The kids really respond to you. Thank you for contributing your time to help others.

*Jen:* Yeah I enjoy it. It's clear that the Y helps these kids.

*Marianna:* You are probably wondering why I asked you to meet me today. I have agreed to serve as a volunteer for the 2010 Strong Kids Campaign. The Strong Kids Campaign raises money for the YMCA's financial assistance program. The Y's goal is to provide services for everyone who seeks them. Last year they provided almost \$340,000 in financial assistance to 2,100 children and families. I asked to speak with you because of your volunteer commitment to the YMCA. There are several children on financial assistance on your teams.

I have made a donation to the campaign this year and I hope you will join me. Would you consider a donation of \$240? This donation can be made as a one-time gift or you may consider asking the YMCA to charge an additional \$20 to your monthly membership fee?

*Jen:* Marianna, I didn't realize that the YMCA had a financial assistance program. I am interested in helping but I am not in a position to make a donation of that amount.

*Marianna:* I am glad that you are interesting in joining me. Would you consider a donation of \$100? Please know that your donation in an amount will be put to good use and gratefully appreciated.

*Jen:* OK. You talked me into it? May I donate \$50 now and \$50 at the end of the year?

*Marianna:* Yes, the development office will send you a reminder at the end of the year? Thank you very much for your donation. Would you please complete the attached pledge form so that I can make your wishes known to the YMCA?

*Jen:* Fills out the form.

*Marianna:* Thank you again for your belief in the YMCA and support of the Strong Kids Campaign.