Ways to follow to make your negotiation successful :

* *small talk*
* *introduce yourself*
* *introduce your non-governmental organization*
* *talk your audience into giving money : use these tips to raise more funds :*

*- strategic silence, convincing tone, enthusiasm*

*- « shopping list »ploy*

*- «  make your audience feel a good and nice person » speech*

Good morning /afternoon, Mrs Zuckengates ! Nice to meet you !

We are very happy to welcome you here in our headquarters !

Do take a seat !

Did you have a good journey ? How was your flight ? Ireland is such a long way away !

Would you like some coffee ?

Shall we start ? First, we would like to introduce ourselves : I'm ….............. in charge of …........... in our association and this is my colleague ….................

Then, we would like to give you some indications about our association.

As you may know, we are ***a non-governmental organization (an NGO)***, ***a non-profit organization ( an NPO)*** and our ***main purpose*** is to help populations locally or around the world.**Our *sphere of action and influence*** is quite wide ***!***

We have a lot of ***volunteers*** willing to help us in our ***mission*** but we also hire ***employees.***

We plan t***o spread our actions*** in the months and years to come and that is why we would appreciate your ***financial help*** very much !

We know you feel close to the needy and destitute ones ! There are many ways ***to support*** the work of our numerous volunteers but you must know you would really ***do a good deed i***f you got involved with us and our ***plans*** with a ***donation*** that would allow us to provide furniture, food, books and even vehicles ! Thanks to you, the world could improve !

Moreover, we would feel very honoured if you shared our collective vision and core values !

Your donation is thus vital for the good health of our association !

Do not miss the opportunity to come to the rescue of children, men and women waiting for your support !

Remember : every little helps !

Of course, we will be very happy to welcome any ***legacy*** you would be ready to offer !

Be sure your name would appear on our website within the list of our generous ***donors*** ! …