



Focused on Abilities™ Since 2003  
Association of Amputee Surfers  
A 501(c) (3) Organization  
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## Closing the Deal

There are times that you will have to engage in face-to-face contact with your prospects to “close the deal” and secure a pledge. Here are some tips to make those interactions goal-focused and fruitful:

- **Role Play** – First impressions count. Practice what you will say with family members and friends. Encourage them to critique your performance and your ability to deliver your key messages.
- **Know Your Stuff** – Think about the prospect or company you’re approaching, and the ways in which their goals overlap with AmpSurf’s. Be knowledgeable about the AmpSurf mission and program.
- **Be Prepared** – Bring prospect and venue-specific materials that will drive home your points. AmpSurf materials can be ordered using the Materials Request Form on this page.
- **Track and Follow-up** – Keep track of who you’ve talked to and when. Always be respectful of people’s time.

### **Bringing It to Life**

Whenever possible, use examples that make the mission of AmpSurf “real” for potential donors. Pictures, videos and biographies (all available from AmpSurf) can be extraordinarily effective tools to show donors that their money is put to good use.