

Five Common Attitudes Exhibited by Potential Contributors

<p>Attitude of Misunderstanding</p> <p>A misconception regarding SEFA</p>	<p>Response:</p> <p>Clear it up by answering directly</p>
<p>Attitude of Skepticism</p> <p>Interested, but doubts something in what you are saying or something about SEFA</p>	<p>Response:</p> <p>Listen, show interest, and offer facts to strengthen your case</p>
<p>Attitude of Objection</p> <p>Has a concern about SEFA that is not alterable</p>	<p>Response:</p> <p>Accept and recognize the objection, then focus on the other important reasons to give</p>
<p>Attitude of Indifference</p> <p>Seems disinterested and sees no need to contribute</p>	<p>Response:</p> <p>Ask questions to determine what services are most important to this individual – explain the designation option for directing contributions</p>
<p>Winning Attitude</p> <p>A confident understanding of SEFA</p>	<p>Response:</p> <p>Sign them up!</p>