

A S S O C I A T I O N W O R K S

Fund Raising Not Working? Save Time – Use These Excuses

“He that is good for making excuses is seldom good for anything else”

Benjamin Franklin

1. The competition is too tough
2. All the good volunteers are taken
3. The economy is bad
4. The economy is good
5. The weather was bad
6. The weather was good
7. Goals were set too high
8. Goals were set too low
9. My dog ate the plan
10. Volunteers won't follow the book
11. Staff won't follow the book
12. We shouldn't have followed the book
13. The materials are outdated
14. The date was bad
15. The day of the week was bad
16. The time was bad
17. Our vendor let us down
18. We charged too much
19. We didn't charge enough
20. Not enough visibility
21. We're different here
22. They're different there
23. We can't continue to have double digit growth
24. We have tapped out
25. No more growth potential
26. El Niño
27. La Niña
28. Staff turnover is the problem
29. The route was bad
30. You're not comparing apples to apples
31. You're comparing apples to oranges
32. Can't ask them for money because they are already providing: food, teams, space, (fill in the blank)
33. Just wait till next year
34. Didn't have the right chairman
35. Now - we have the right chairman
36. Can't depend on them
37. Their cause is better
38. Bad time of year

39. People don't like to walk (dance, run, ride, eat, etc.) anymore
40. The software didn't work
41. The hardware didn't work
42. We didn't have a plan
43. We had a plan - but, it was bad
44. No one listens to me
45. Why did you listen to me?
46. Donors are tired of giving
47. Volunteers are tired of volunteering
48. Didn't get any cooperation from (fill in the blank)
49. Not enough publicity
50. No money, but everyone had fun
51. No money, but we had lots of visibility
52. and on and on and on and on.....

"It's easier to make excuses than to make goal"

John Paul

If you have heard interesting excuses please send them to John Paul at Association Works jpaul@associationworks.com. To learn more about Association Works visit our web site: <http://www.associatonworks.com> or call 1-800-986-8472. Association Works is a results-oriented consulting and training firm targeted to the unique needs and culture of mission driven organizations. Using a wide variety of proven methods and tools, we'll partner with you to help your team achieve or maintain peak performance. We offer a fresh perspective and a range of highly effective programs and services in key management areas.

Association Works offers insightful, motivating keynote presentations guaranteed to impact the perspectives and results of your volunteers and staff. Presentations are tailored to the needs of your organization.

Topics include:

- Beyond Customer Satisfaction: Getting to "Customer Delight"
- Relationship Fund Raising - From Beginning to End
- Putting the "D" Back in "FunD Raising"
- If Change Is So Good, Why Is It So Tough?
- The Real Issues In Merging
- Skills For New Nonprofit Managers - It's Lonely At The Top
- Time Management – What Are You Saving The Time For?
- Overcoming Excuses Once And For All