



“Closing the Deal in the Coronavirus Climate”

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What We Want to Accomplish Today

- Think about ASKing in a whole new and *Inviting way*.
- Show you how every ASK has:
 - Organization – Structure - Focus***
- Share with you my **5-Step Process for Any ASK** to close your deals faster *even now!*
- Respond to all your concerns that you listed in our survey prior to this session.
- Keep this interactive so ask questions!

What Can THE ASK do for YOU?

- *Empower you*
- *Enhance your career*
- *Attract like-minded people to you*
- *Create personal momentum and energy*
- *Boost your self- worth*
- *Invite powerful and positive outcomes*

What Can THE ASK do for YOU?

- *Stop* the second guessing and leaving things to chance
- *Turn* the unexpected into leveraged opportunities
- *Make* tough to discuss issues – doable
- *Enhance* your status amongst your peers.

THE ASK

- It's your Personal Development Strategy.
- It will help you Professionally and Personally:
 - *Organization* – you have to Organize to Optimize.
 - *Structure* – Structure Secures your Stability.
 - *Focus* – **WHERE FOCUS GOES SUCCESS GROWS!**

When you Have a **Little Time**

**THREE QUESTIONS EVERYONE WILL
ASK**

Why Me/My Company?

Why Now?

What will it do?

Laura's 5-Step Process for ANY ASK©

❑1. Know EXACTLY what you Want

With numbers and dates \$ 

❑2. Prepare the Conversation

Write  down 15 responses you think you will hear, THEN how you will respond to each one

❑3. Deliver with Confidence It's TIME to SHINE 

❑4. Reiterate what you *think* you heard No Assumptions 

❑5. Plan your Next Move AT the ASK! 
RIGHT then and THERE!

THE ASK Magic Formula

***Every ASK should be ~
2 sentences and a
Question***

Keep it simple!!!

People Leave Clues *We Miss Them*

- What do you need from me?
- How can I help?
- Why is this important to you?

Do NOT skip over these they are your
Green Light to ASK !!

Partnering with Nonprofits

- We have all witnessed the power of nonprofits globally, but did you know:
 1. From January 1, 2020 – May 5, 2020 people gave **\$2.1B** to charities from their donor advised funds to 8,000 charities
 2. May 5, 2020 – Giving Day, **145 countries** participated and raised **\$65M** in one day
- **Nonprofits are your natural business partner and just may help you CLOSE your deal faster. Consider adding a charitable component.**

Address Your Concerns from the Survey

The ASK as Intrusive or Insensitive

1. Your TONE is as important as your words.
2. Sometimes sheer *energy and enthusiasm* opens up the space to have a really good exchange of ideas.
3. Make SURE you ASK good questions:
 1. Where is this deal on your priority list?
 2. What can I/my company do to help you?
 3. How can I help you make this decision?

Address Your Concerns from the Survey

Addressing the Responses you Don't want to Hear!

Uncertainty – Unpredictability – Lack of Control

1. What is most important is to get in sync with their thought processes and their planning by asking good questions;
 - Can you share with me what you/company are planning on a contingency basis for Q 3 Q4?
 - Share with them what your plans are – it's a 2-way street!
 - Do you have enough expertise to make these large decisions maybe I/refer you to someone who can help?

Address Your Concerns from the Survey

Addressing the Responses you Don't want to Hear!

Uncertainty – Unpredictability – Lack of Control

2. When you get NO Response:

- Mix up the way you communicate and your communications.
- Have different people if possible, call and email.
- Email/call/ letter – mix it up.
- Mix up the days/ time of day when you reach out.
- Take a break BUT TELL you are doing so.
- Great words to use: **REVIST** and **Circle Back!**

ASKING Mantra

*“The Quality of Your Life is
Determined by the Quality
Questions You ASK Yourself and
Others”*

#AlwaysBeAsking

Let My Company
Help YOURS!!

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