

HANDLING POTENTIAL OBJECTIONS

Sincerity and accurate information are the best tools when responding to objections and overcoming misconceptions.

DOES UNITED WAY OF NORTHEAST LOUISIANA PRESSURE PEOPLE TO GIVE?

NO. Giving is a personal decision. United Way of Northeast Louisiana has a strong policy against coercion. Whether a person gives and how much the person chooses to give is up to the individual. United Way of Northeast Louisiana DOES NOT support the use of threats or coercion of any kind. United Way never endorses pushing/coercion/requiring 100% participation. The award and recognition level for participation/employee giving rate is 51% for ALL awards.

I KNOW SOMEONE WHO ASKED FOR HELP AND DIDN'T GET IT.

We have a very generous community, but there are certainly times when resources are not available to meet a specific need. United Way of Northeast Louisiana works closely with local government entities, organizations, and non-profits to connect individuals in our community to available services. We do this through 211, which is available 24/7, 365 days a year. As resources and available services change, 211 is a constant connection to the most up-to-date information. Simply **dial 211** (available 24/7) or **text your Zip Code to 898-211** (available Monday-Friday, 8am-5pm).

I CAN'T AFFORD TO GIVE TO UNITED WAY OF NORTHEAST LOUISIANA.

Every gift to United Way of Northeast Louisiana, no matter its size, makes a difference in our community. Many people find that giving through payroll deduction allows them to make a contribution that fits their budget. One of the advantages of giving to United Way is being part of a community effort that combines all of our giving to multiply the impact. If you would like to give your time, **call 211** or email **volunteer@unitedwaynela.org** to connect to VolunteerUNITED.

