



OBJECTIONS & RESPONSES

OBJECTIONS	RESPONSES
Not this year, try me next year.	You might be interested in our events, can I send you information on how to get involved through our events?
Not a good time to give money/be asked for money.	Identify when a good time is
Lack of budget/ no funds this year	I understand, when would be a good time to talk to you about JA, prior to budget timeline?
This is our busy season.	Notate and avoid calling during that time
The prospect investor is already a classroom volunteer	Talk about how that is only part of the equation to make JA real for students
We get called every day.	Will you share with me what your giving priorities are at this time and you can decide if it's worth your time to hear about the impact JA has on our youth?
We give to United Way.	That's great! We are not a United Way organization and if you have 20 minutes I would like to get on your calendar to share the JA story and get your advice.
JA is not part of our annual allocations	When is your annual giving decided? What is necessary in order to be considered next year?
We give time (volunteers) instead of dollars.	We are very grateful for your time and volunteerism. Would you have 15 minutes for me to share how we are funded and see if you have any ideas on new funding opportunities?
JA is not our company's priority.	Will you introduce me to the person who makes those decisions so I can share JA's vision and impact?



GET INVESTORS ATTENTION

POWERFUL POINTS to make about JA: (Impact Points)

- JA impacts all students, regardless of socioeconomic status.
- JA is the voice for kids that aren't getting these life lessons at home.
- JA is the only program that brings the business community to students.
- JA focuses on financial skills at an early age.
- JA provides a personal experience to show kids the importance of the skills needed to be financially smart, prepared for their future job, and a leader of a company.
- JA shows kids they can create their own path.
- JA provides the vehicle and connection to our future workforce.
- JA is an outside voice.
- Business leaders teach kids about ethics.
- JA can help you/and your business.
- JA exposes kids to options in life
- SF/Harrisburg only: Student Impact...every student receives JA.
- JA provides business leadership into the classrooms.
- Some of the best learning is from real-life experiences.
- JA is the only opportunity to get business leaders into the classroom to provide real life experiences to students.
- JA provides a wide variety of career opportunities for kids to see and explore.
- Teachers say there is no other way to bring business to our students, but through JA.

FACT FIND & COLLECT DATA – get them talking!

Open-ended questions:

- What do you think is important to know before students graduate from high school?
- What do you think is important in a future employee?
- How would you solve the workforce development issue we have today?
- How would you describe the future workforce?
- Tell me about how you've been impacted by JA?
- Tell me about your mentor or role model growing up.
- What do you think the future work force needs to know in the order to be productive?
- How would you like to support youth development in our community?
- Tell me about the organizations you support and how they align with your mission.
- Tell me about your high school influencers & how they impacted your life.
- Tell me about what would have better prepared you for life, jobs and your financial decisions.
- What is your organizations biggest struggle?
- What do you care about? Do you think kids need to know this to succeed?
- How did you get into this line of work?
- Do you find it hard to find quality employees?
- Tell me about your company?



MAGIC QUESTIONS

What is Company X's "giving" motive and propel them into action.

If YOU could solve any problem revolving around our youth today, what would it be?

How could JA help your business?

What core value of your business do you wish youth could understand?

What is your company's biggest challenge?

If JA didn't provide this program, what organization would provide the business community to the classroom?

How many of your employees have children in school K-high school?

If you could solve one problem what would it be?

What is it worth to you to fix the work force development issue in South Dakota?

What do you think will be necessary for future work skills?

What is necessary to develop students soft skills, teaching them to learn, remain open to new ideas?

How do we evaluate our current students so we know they are prepared?

How might you suggest we teach soft skills, especially with cell phones/internet use from our youth.

How much do you spend on training and work force development?