

Handling Objections and Questions

When faced with tough questions or objections remember: an objection is an opportunity to give positive information about United Way.

When handling objections to United Way, keep the following things in mind:

- A question is not an objection
- Don't take it personally
- Don't argue
- Ask open ended questions for clarification
- Address the concern
- Focus on the positive

If you're not sure of an answer, say so. Then, call United Way of Northeast Georgia at (706) 543-5254 or your Loaned Executive and get back to the person with an answer quickly.

For additional help with some questions you may face during your campaign, please refer to Frequently Asked Questions.