



OBSTACLE SCHMOBSTACLE!

How to go over, under, around,
and through to get your YES



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What is Acting?

- Simplified Stanislavski (father of modern acting)
 - An actor has a superobjective with sub-objectives along the way.
 - To achieve each objective, an actor overcomes obstacles.

- Is Fundraising any different?



Why are you here?

- It's Sunday
- It's 4pm
- You're in New Orleans
- What do you want to get out of this?



What is your Super-Objective?



What are Fundraising Sub-Objectives?

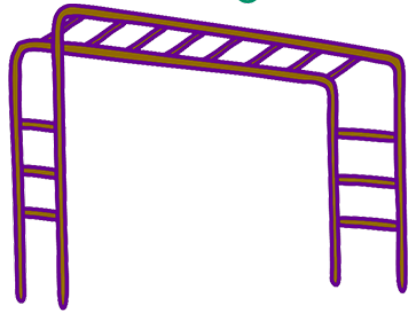
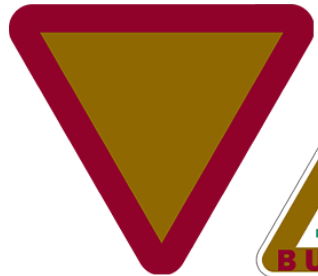
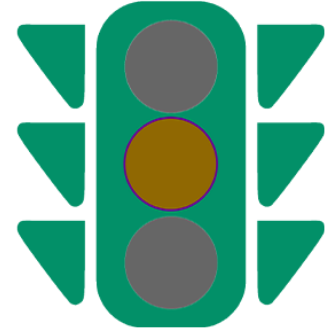


Nōbstacles





Obstacles





Obstacles can be OVERCOME



Who are the masters at overcoming obstacles?



Know the Biggest Secret of All



IT'S GAMETIME!

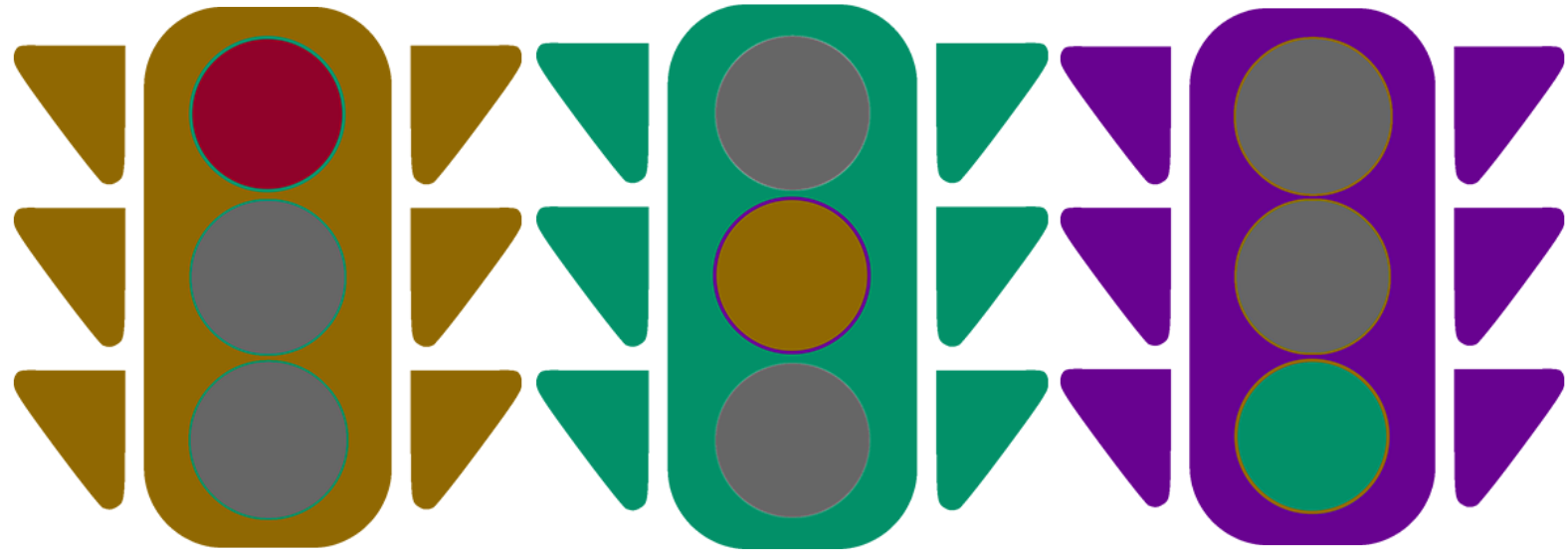
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Game 1: FOCUS



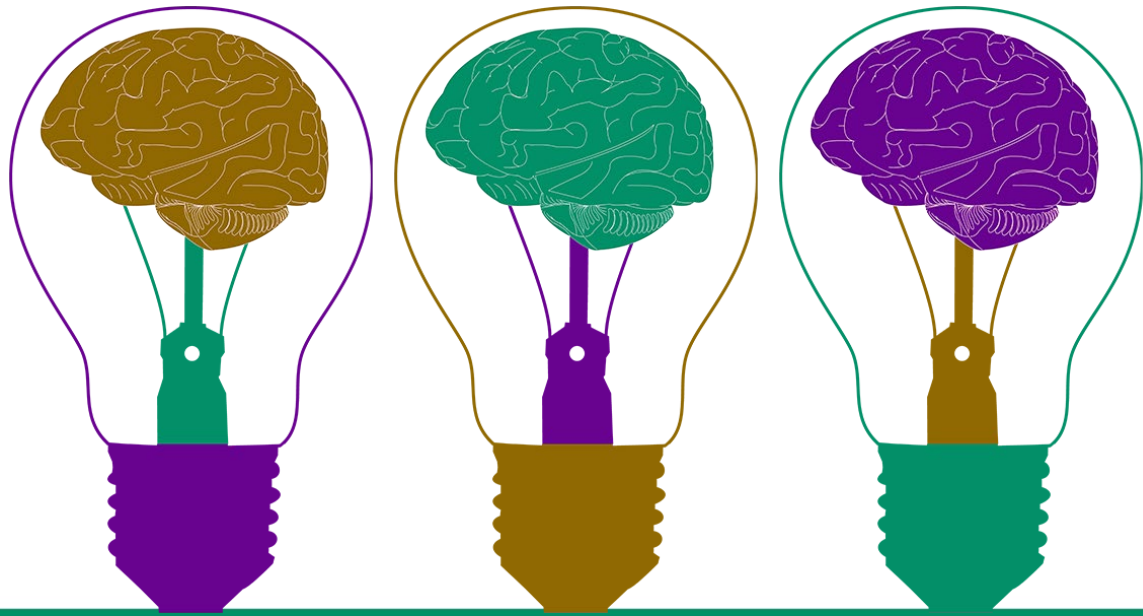


Game 2: LISTEN



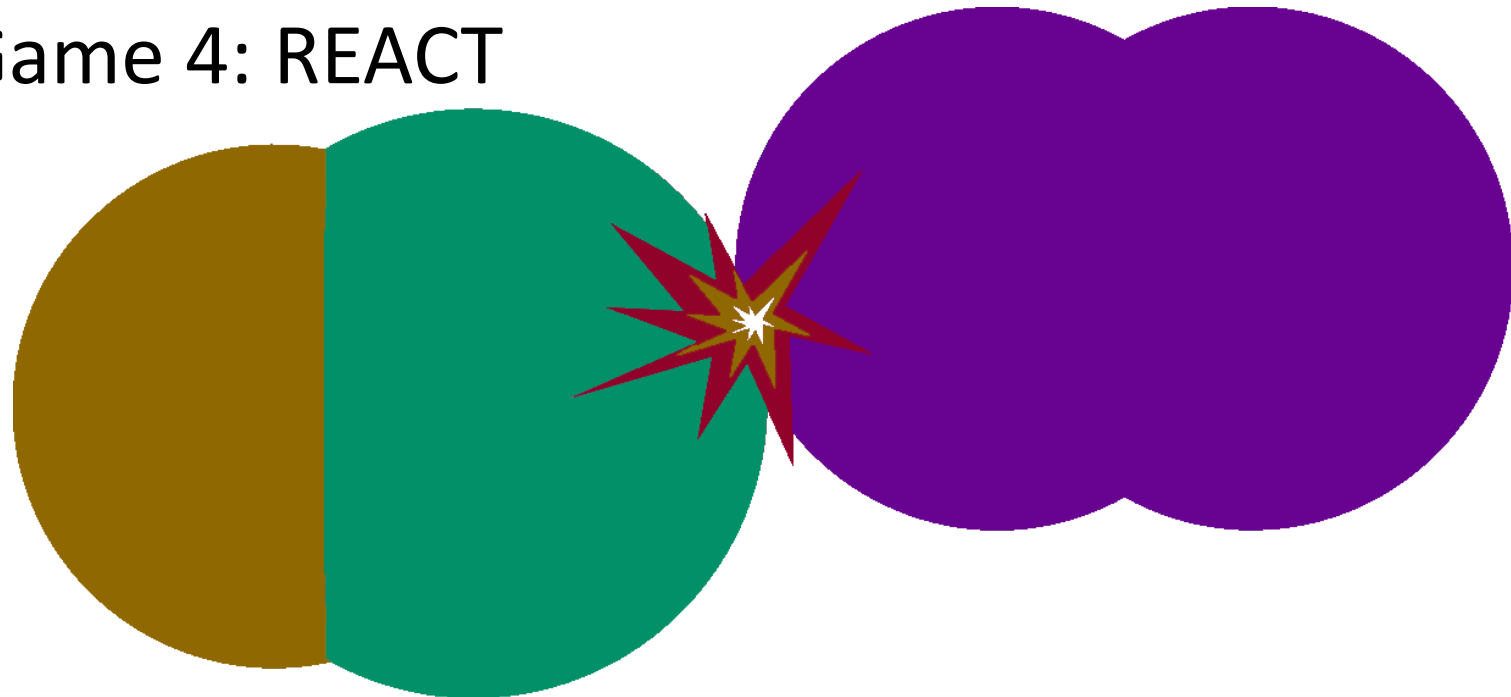


Game 3: THINK



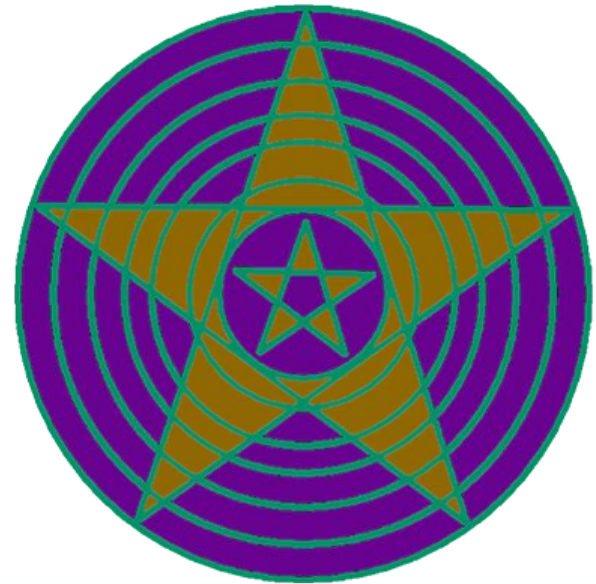
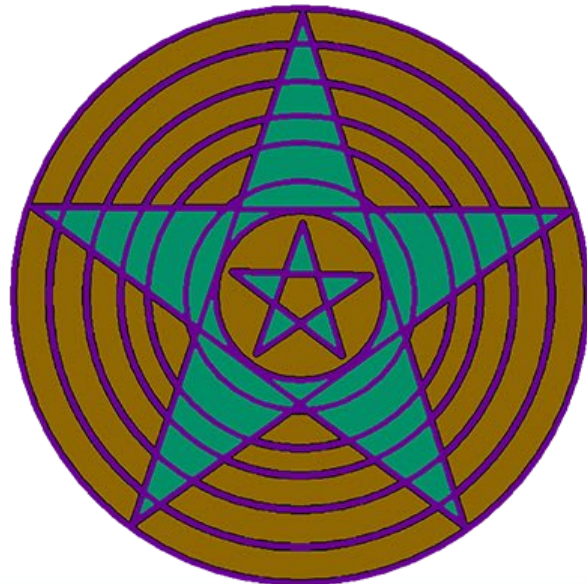


Game 4: REACT



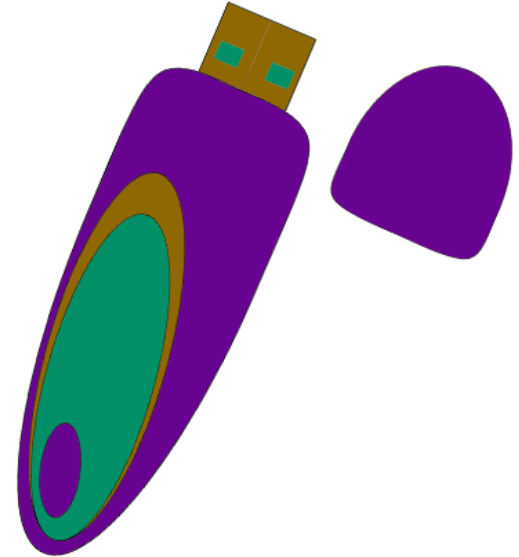
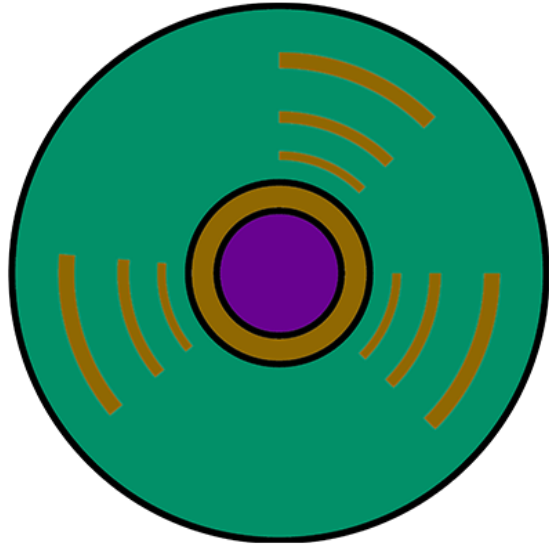
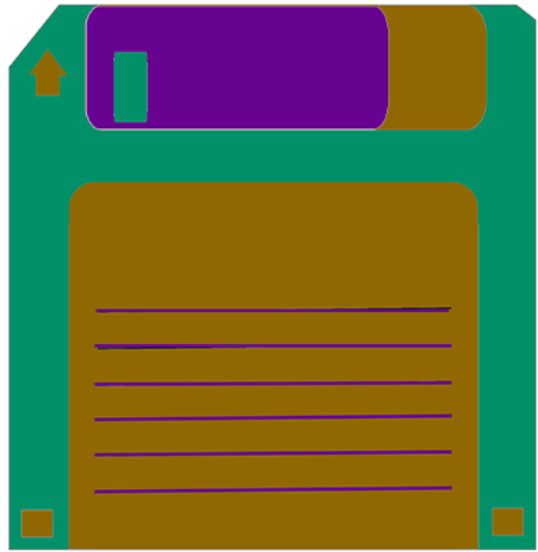


Game 5: CONCENTRATE





Game 6: MEMORY





Words are Props to Achieve Objective



Game 7: FIRE IN THE BELLY





Obstacle Schmobstacle

- An overcomeable obstacle is an opportunity:
- 1
- 2
- 3
- 4
- 5



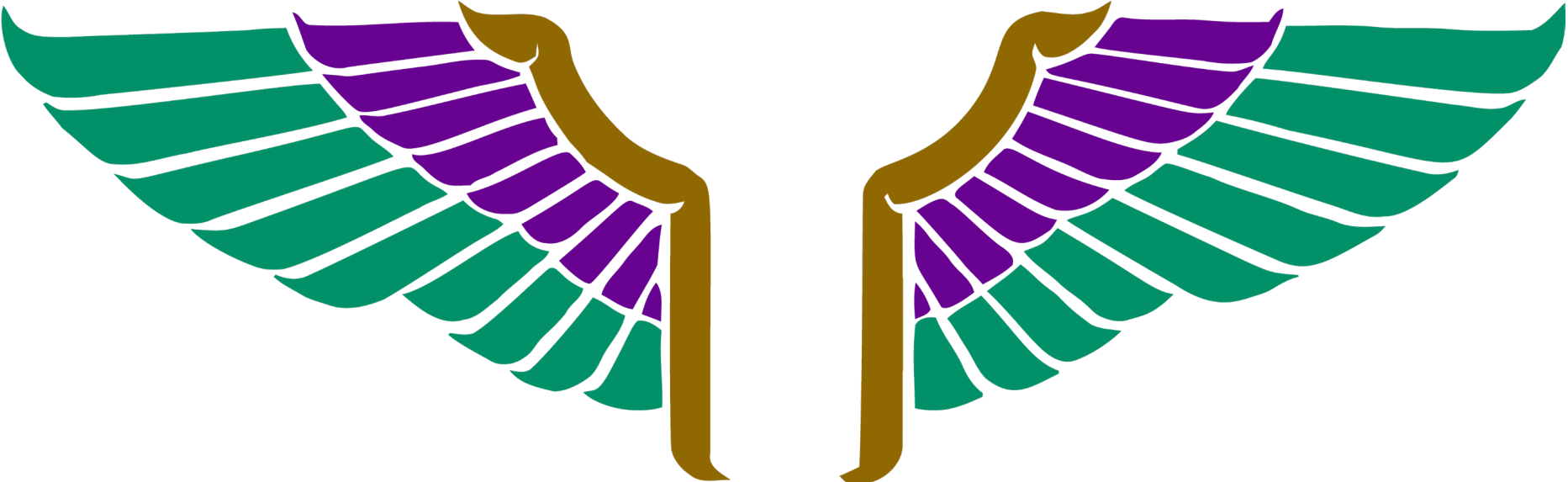
Change Objective to Achieve Objective



What is Your Super-Objective?



Wing it?





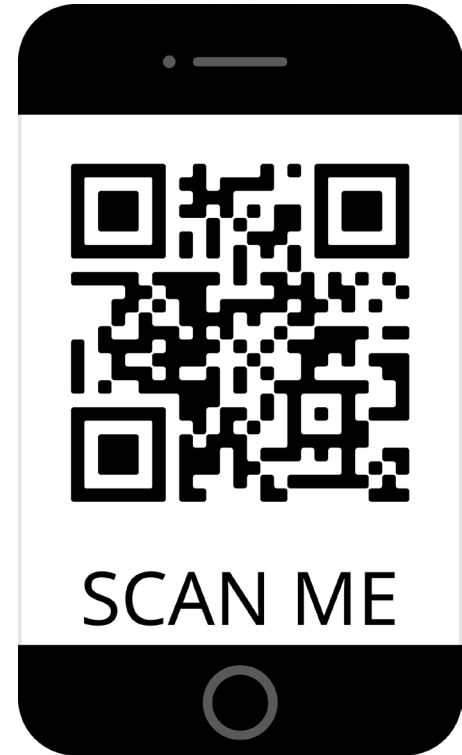
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