

# 5 PRACTICE SCENARIOS TO CALM NERVES AND RAISE MORE



Fundraisers don't avoid conversations because they don't care.

They avoid them because they don't feel ready.

And that's not a character flaw! It's a nervous system response.

These six prompts are designed to help you rehearse the hard parts, the moments that often freeze us up, cause hesitation, or trigger stress. Practicing even one of these, out loud, can lower that spike and help you step into your next conversation grounded, clear, and connected.

This is what confidence is made of: small, consistent practice.

Let's start.

# #1 When a Donor Asks, “Why Now?”



Scenario: You’re making a case for support, and the donor challenges your timing.

## Practice Saying:

“That’s a great question. What we’re seeing right now is a convergence of opportunity and urgency. Here’s what’s shifted and why it matters to act now.”

Try practicing with different tones. Calm, energized, even nervous.

# #2 When You Don't Know the Answer



Scenario: You're asked something you truly can't answer on the spot.

## Practice Saying:

"I want to make sure I get you an accurate answer, so let me check on that and follow up with the details. Is it okay if I circle back this week?"

Focus on staying composed and clear even if your mind goes blank.

# #3

## When a Donor Says “I’m Not Sure This Is My Priority”

Scenario: You’re presenting a program that doesn’t immediately spark interest.

### Practice Saying:

“That’s helpful to hear! Can I ask what is feeling most urgent or important to you right now?”

Say it with genuine curiosity, not defensiveness.

This is a connection moment, not a pitch.

# #4: When You Feel Imposter Syndrome Kick In



Scenario: You're meeting with a high-capacity donor and start second-guessing your authority.

Practice Saying (to yourself, before the meeting): "I know this mission deeply. I've seen what it makes possible. And I'm here because I believe in the power of partnership."

Affirming your voice before the ask is a skill to practice it like any other.

# #5 When You Want to Ask, But You Freeze

Scenario: You've built connection...but hesitate when it's time to talk about money.

Practice Saying: "I want to be really thoughtful here, because I know this is the most sacred part of my job and it's tied to our shared goal of impact.

Would you be open to talking about what a meaningful investment in the organization could look like this year?"

This is an invitation, not just an ask. It honors the moment, invites partnership, and grounds you in your shared mission. Say it out loud. Feel the discomfort. Say it again.

# WANT TO PRACTICE THESE IN REAL TIME?



These prompts are just the beginning! Practivated is your private space to:

- Practice real donor conversations
- Build muscle memory for tough moments.
- Get structured feedback to improve every time.

[TRY IT OUT](#)