

Common Objections & Suggested Responses

- O I already give to my church/another organization.**
R That's great! Thank you so much for listening to me. If you'd like, you can keep this brochure as a resource in case anyone you know ever needs information about a non profit. Let me know if you ever have any questions about the campaign.
- O I haven't received a raise in several years and don't feel I can afford to give to charity.**
R Payroll deduction makes it easy for you to give a little each month. When you give through the SECC, you are providing assistance to many of your fellow state employees who have been laid off, or whose financial condition requires some outside assistance. You are also ensuring the services are available to you and your family, should you ever need them.
- O I don't like not knowing where my money goes. How do I know how it'll be spent?**
R Every charity in the SECC must meet strict eligibility requirements. The charities are more than willing to provide you with any additional information you need to feel confident that the gift will be used efficiently. They are also willing to provide you with information on their internal finances and the role volunteers play in their policy-making.
- O I don't want my employer deciding where my money goes.**
R They don't - You do! Each state employee is encouraged to designate his or her gift. Donations that are not designated are distributed to participating charities in the same proportion as their designated funds.
- O There are too many charities listed in the brochure...I can't make up my mind.**
R There are quite a few charities in the brochure, but that just means more choices for you. Think of a charity that has impacted you in some way or a passion that you have. Instead of thumbing through the brochure, you can go to the online brochure at www.secc texas.org and search that way.
- O The pledge form is too complicated.**
R It may look complicated, but it's fairly simple. You just need your basic information and the six-digit code for the charity you want to pledge to. Your agency coordinator would be more than happy to help you fill it out.
- O The only people who use the services of charities are people who should get a job. Why should I help support them?**
R Many people who can and do work still need help with everyday life. If you look carefully at the list of agencies, you'll find several agencies that may have provided services to you and your family. Your support of their efforts ensures that services will be available when you need them.
- O Why should I give to the SECC when I never use any of the agency services?**
R Most people simply don't know how much SECC organizations have to offer. Check the brochure for agencies that might apply to you now or in the future. You might also recognize one or more agencies that have already touched your life.