

6 Principles of Influence for Fundraising

01 Reciprocation

When people receive something first, they are more likely to give.



03 Commitment

If people take a small action or pledge, they are more likely to take another action and follow through.



05 Authority

People are more likely to give to organizations that are credible and trustworthy.

01



02



03



04



05



06



Liking

People are more likely to give if they like the person who is asking them.



Scarcity

People are more likely to give to avoid a sense of loss or losing out.



Consensus

People are more likely to give if they know and see others who have also given.

Designs For Fundraising Principles Patterns Techniques

TD Snyder



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