Making the ask

Change Kids' Health.
Change the Future.

Geisinger
Janet Weis
Children's Hospital

Children's Miracle Network Hospitals

Allison, 10,
cancer survivor

One simple question can make a huge difference in the care of local children.

Would you like to donate to Geisinger Janet Weis Children's Hospital?

WHEN YOU ASK

- Ask sincerely and always say "Thank you."
- Look the customer in the eye and ask with confidence.
- Ask with the expectation that the customer will say "Yes."
- Utilize the time you are scanning and bagging their items to ask and share how customers and the store are helping local kids.

WAYS TO ASK

- Would you like to donate to Geisinger Janet Weis Children's Hospital to help local kids?
- Would you like to save lives at Geisinger Janet Weis Children's Hospital?
- Would you like to rounnd up to help sick and injured kids in our community?
- Would you like to make a miracle today by donating?
- We have been a supporter of Geisinger Janet Weis Children's Hospital for many years. Would you like to help change kids' health by donating today?

WHEN YOU HEAR 'YES'

- Say 'thank you.' Remind them that every dollar adds up to make a big change.
- Celebrate giving! Give a shout or ring a bell when you get a donation.
- Cheer on your teammates in their successes.

WHEN YOU HEAR 'NO'

- Don't take it personally.
- Regardless of their response, you are letting them know that we care about kids in the community.
- Some customers may have donated before. Thank them again and ask if they would like to round up their bill.

Fast facts

- 62 children enter a Children's Miracle Network Hospital every minute.

- All donations raised stay local and benefit children treated through Geisinger pediatrics.

- More than 150,000 children are treated annually at Geisinger.

- Each year donations help provide dozens of pieces of life-saving equipment and patient-focused programs and services for children at Geisinger Janet Weis Children's Hospital.

For additional Resources for Partners, visit go.geisinger.org/cmn.