

Frequently Asked Questions

What's a good time to talk to my family and friends?

Ask them! Let them know you have something important and you would like to talk to them about it.

How do I start?

The best way to start is by thanking them for all the support they have given you. Thank them for their help with your education and your music. Thank them for the car rides, the money, the love... A little appreciation never hurts as a way to start. With close family and friends start by telling about your love for Dobson music. Tell them how excited you are about going to China to perform in the 2010 World Music Expo Festival. It truly is an opportunity of a lifetime.

How do I ask for an ECA Tax Credit Donation?

Tell them how they can help you with this great opportunity and it won't even cost them a penny. By making a donation through the ECA Tax Credit program they are eligible to receive a dollar-for-dollar reduction in actual tax owed.

One question you may get is – “it won't cost me a penny – what's the catch?”

There is no catch. Be sure to have information on the tax program to provide them.

Where do I get a Tax Credit form?

The donation form is included in the red China information folder. There are multiple copies available. The completed donation form should be turned in to the Dobson Bookstore. It can be mailed to Dobson Bookstore or you can offer to drop the form and their donation check at the bookstore where donations will be tracked.

Some reminders:

- If they don't know, tell them what Dobson music is all about...
- Tell them about this once in a lifetime opportunity...
- Know the information you have in your folder and try to anticipate any questions...
- Encourage your potential donor to give as much as possible – up to their limit – but anything helps get you closer to your goal!
- Practice your presentation! Know your material! (just like school!) Be prepared!
- If they choose not to give ask them to look the ECA program over and consider it in the future
- Invite them to the next concert for a first-hand example of what the program is all about!
- Thank them sincerely for their time regardless of whether they give or not...