

<p>“The major gifts officer has already been with us for six months – where is the million-pound donation?”</p>	<p>“Major gift fundraising costs nothing but personnel costs.”</p>	<p>“People should give us major gifts but not want to discuss our projects with us.”</p>
<p>“As a major gifts officer, you should know many potential major donors. Just go ask them for a major gift!”</p>	<p>“Don’t talk so much on the phone. You should write more letters.”</p>	<p>“What? You didn’t talk about us, our organisation, our projects? You mostly just <i>listened</i> to the donor?”</p>
<p>“We only need big donations for our running costs. Project donations? No thanks!”</p>	<p>“Work is done here in the office. If you’re working outside the office, it’s not work.”</p>	<p>“Oh, should I have said that we also need big gifts?”</p>