

Not really sure how to write this, but I think it **is important**. I get **lots** of phone calls. They often turn into information sharing sessions. Often times I hear stories from donors about getting **bombarded** with as many as a **hundred letters, or more**, a month from different charities. They do not know which one is real and who is just a large corporate charity making millions of dollars and doing very little from an office in a big city.

Some of those conversations turn into long talks about **red flags**. I have a few things to share. I **do not** know all the answers, but after **hundreds** of phone calls I figured I should write this. I do not mean to offend anyone. I just want donors to beware of some of the slick corporate charities trying to fool you.

I have heard from so many donors about charities creating **re-occurring charges** on their credit cards and they do not know what to do. **It is terribly frustrating**. Call your credit card company and **close out the card and get a new card and number**. Some folks have told me of hundreds of dollars of unknown charges month after month and no phone number to call. **Cancel your CARD! Get a new one.** That will **stop the re-occurring bandits** as I call them. IF there is not a valid telephone number with the Credit Card charge on your statement you should call your credit card company to have that charge **reversed and past charges paid back to your account**. The credit card companies will do this for you. **Please call them.** WE at NAVA **do not** do re-occurring charges.

There are a **few other things** I always tell folks. If you get more than two or three letters a month from a single charity they are more concerned with fundraising than helping people. If a charity says they do things in Indian Country, but are based out of big city then you have to question it. If they have a business reply from a **huge mail processing center** like in **Albert Lea, Minnesota or Washington DC** they are probably a huge corporate charity with millions in the bank.

Another thing is some charities fundraise under several different names, yet they are just one in the same organization. So if you look at the small print they might all be from the same place or parent organization. Donors please beware of slick fundraising tactics all about fooling you.

I know I am breaking **every single rule** of non-profit fundraising, **telling you** these things. Just like if you get labels, blankets, money, necklaces or other gifts-- they are just gimmicks to try to **guilt you** into giving. Plus, if they use **colored ink** or heavy stock **glossy paper** they spend way too much on fundraising and it is all about fundraising and fooling you. Board of Directors **matching proposals** are **another gimmick designed to fool you**. If they do these things you should question if they are real or just fundraisers **paying huge salaries**.

I do not know all of the answers. I just caution donors to please be careful. Also I have known many charities that I would consider bad, that have really good ratings on the watchdog sites. They hire public relations experts to make them look good. They manipulate their numbers to make it look like they are really good. When in fact they pay their CEO \$250,000 or more a year and they don't have a clue about what they are doing or serving.

Perhaps I should not share these things with you. **But honestly** I get so many calls from donors who have questions and then we talk about so much more. Yes, we answer the phone when many do not. Please feel free to call us. We also return missed calls. I thank you all very much for **your continued support of NAVA**. We are a small nonprofit who are **real Native Americans serving real Native Americans Veterans**. We live and work **where your donations make a difference**.



Carl Broken Leg is an honorable elder on the Pine Ridge Reservations. Here is Major Clay Ramsey delivering food boxes to this elder's home in Wounded Knee, SD.

Carl suffers from colon cancer and lung cancer at this time. So he struggles to get by. With your continued support of NAVA, we will continue to provide everything from food boxes to blankets to firewood to these great WARRIORS who gave so much to this country.

The struggles are real. The needs are great. We could not be a resource to these brave men and women without your support. From supporting local businesses and serving great Warriors, NAVA makes a difference.



One of our valuable business partners Andre Mills delivering wood to an honorable elder on **Pine Ridge**. All of our board members are Enrolled in Federal Recognized Tribes—Tribal Members. We all have a connection to honorable military service and great sacrifices serving this great nation. Charles Little Spotted Horse and Major Ramsey are **both MARINES** and Native Americans. We appreciate your support!

Our organization serves veterans on the most impoverished reservations. We partner and work with tribal veteran's programs. We provide some services directly to those who need it the most. We cannot be everything to everyone. **But we do a lot.** And all of this is possible because of you our great donors. **Thank you, thank you, thank you.**

If you ever have a question, please feel free to call us.

Thanks,

Clay Ramsey, Major USMCR, Oglala Lakota Tribal Member, NAVA President