

## Scripts for requesting donations or follow-up phone calls.

### SCRIPT #1 – use when requesting donations by phone or in person

“Hello, this is \_\_\_\_\_, how are you doing?” *(Remember, those we ask are important to us. Take a few minutes to connect with them.)*

“The main reason I wanted to connect with you today is that I’m doing a fundraiser for Special Touch Ministry *Insert Name of your local event here*, a great group that serves people impacted by disability. And, I was wondering if you’d be able to sponsor me.”

“I’m bowling 3 games and I’m looking for 15 people to sponsor me for \$25 per game. Would you be able to be one of those sponsors?” *This response can be a “yes” or “no”, sometimes it is a “no”, but I can sponsor you for 1 game.”*

### SCRIPT#2 – use when requesting donations by phone or in person

*Begin by using the first two paragraphs above.*

“I’m looking for pledges to reach my goal of \$\_\_\_\_\_. I’m sponsoring myself for this event in the amount of \$\_\_\_\_\_, would you consider joining me by matching my donation?” *This version is good to use if you are sponsoring yourself for at least \$100.*

### SCRIPT#3– use when following up (approx. 3 days later) after email of Facebook

“Hello, this is \_\_\_\_\_, how are you doing?” *(Remember, those we ask are important to us. Take a few minutes to connect with them.)*

“I’m wondering if you got the email I sent a few days ago.” *If not, use one of the scripts above to continue. If they received the email...* “Great, I’m just following up to check and see if you’d like to sponsor me for this event.”

## Tips

- When making requests in person it’s helpful to hand them a copy of the flyer right when you tell them about your local fundraiser.
- When receiving your pledge over the phone, ask if they have an email address, so you can send them a link to where they can pay their pledge online right away.
- If they suggest a donation of something other than money, please contact your local host to determine how to handle their donation.
- If you know they work for a large national corporation ask if their corporation matches donations (their human resource department would know).
- If they are unable to give keep the tone positive, this year may not work for them but your attitude could make the difference for them donating in the future.
- Donations can be paid by credit or debit card through your online Bowl-a-thon fundraising page.
- Please make check or money order to Special Touch Ministry, Inc.