

# Mailed Solicitation Follow Up Call Script

Mr. Doe? This is (your name). I am a member of the Board of Directors for the (organization name).

We mailed you a letter a few weeks ago and I'm calling to see if you got it.

(PAUSE - let them respond)

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IF "YES": That's great, as you know we are looking to close out the campaign to benefit the (program). I wanted to see if you have had a chance to consider joining me in becoming a part of this effort.

(PAUSE - let them respond)

IF "NO": Well, I can certainly get you another copy, but as you may know, we are looking to close out the campaign to benefit the (program). I wanted to see if you had any interest joining me in that effort.

(PAUSE - let them respond)

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IF "YES": That's great. In the letter we asked for a commitment of (ask amount). Are you comfortable committing to that amount today?

IF "NO": That's certainly understandable. I know that you do a lot for our community. I hope you'll continue to stay connected with us at (organization).

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Thank you again for your past support and have a great day!