

## Sample Fundraising Call Script

Hi, is \_\_\_\_\_ there? My name is \_\_\_\_\_, and I am a volunteer with the [GROUP NAME].

We are working to pass a bill requiring insurance coverage for prosthetics in [STATE]. We recently sent you a letter asking you to support this important campaign. Did you receive the letter?

[If they did not receive the letter, offer to send them another copy. Confirm their address and e-mail. Send them the letter and follow up a few days later.]

**IF THEY RECEIVED THE LETTER:** Great. We would really appreciate your contribution. It will help us raise awareness, engage other activists, and lobby the state legislature. Do you think you can make a donation to the campaign?

**IF YES:** Terrific! [Write "Yes" next to their name on the call sheet. Get their e-mail and tell them where they can send the check.]

**IF NO:** That's okay. There will be lots of other opportunities to help push for prosthetic coverage. Thank you for your support. (Get their email. Write "No" next to their name on the call sheet.)

**Message:** My name is \_\_\_\_\_, and I'm a volunteer with the [GROUP NAME]. We are working to pass a bill requiring insurance coverage for prosthetics in [STATE]. We recently sent you a letter asking you to support this important campaign. We wanted to make sure you received the letter. We would really appreciate your contribution. It will help us raise awareness, engage other activists, and lobby the state legislature. Please consider sending in a donation. For more information, contact us at [PHONE AND EMAIL FOR THE GROUP].

### Follow-up

- Send everyone you actually talked to a handwritten note. If they said "Yes," thank them for their gift. If they said "No/not now," thank them for their time and encourage them to get involved in the future.
- If you had to resend a letter, make sure to put them on your list for a call a few days later.
- If you had to leave a message, make sure to put them on your list for a call a few days later. If you get their voice mail again, send them a handwritten note encouraging them to donate.