

HEROES START HERE
2018 Friends of Scouting Campaign
 Calling Script

Step 1: Call Contact

Hello, may I please speak with “first name.” This is “your name” with the Boy Scouts of America. We are finishing up our 2018 Friends of Scouting campaign and noticed you provided a gift in 2017 of _____. Would you like to renew that gift?

Name: mail merge information
 Org Contact:
 Phone: Email:

Step 2: Take Pledge/Fill Out Card

How would you like to be billed? Your options are to be billed monthly, quarterly, immediately or annually. I can also take your credit card information over the phone if you are comfortable.

(No Answer? Leave a message and skip to Step 4. Call back number- 317-813-7125)

- I've already made a donation to Scouting this year. Please check the records.
- I am unable to contribute this year but may in the future.
- Please remove my name from your list of donors.
- Other: _____

Step 3: Verify address for those renewing their gift

May I confirm your contact information? My records show that your address is _____.

Name: Org Contact: Structure: Giving Category: Solicitor:	<i>Past Friends of Scouting Support:</i>
ID: <input type="checkbox"/> \$1,000 <input type="checkbox"/> \$500 <input type="checkbox"/> \$350 <input type="checkbox"/> \$175 <input type="checkbox"/> \$_ <input type="checkbox"/> You may charge my MasterCard/Visa_____/_____/_____/_____ Exp____/____ CVN (###): _____ Bill me: <input type="checkbox"/> Immediately <input type="checkbox"/> Annually in (month): _____ <input type="checkbox"/> Quarterly <input type="checkbox"/> Monthly (6 - Approved Via Phone Conversation - _____/ _____ (Signature)	

Current Address:	New Address?:

Step 4: Track Your Call

Date: (Ex: 5/24)	Action: (Ex: Called or Emailed)	Outcome: (Ex: LVM or Disconnect)

Step 5: End the Call

Thank you so much for renewing your gift. It will help make a difference for many scouts in our community!!