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# PHONE SOLICITATION SCRIPT

## CHAPTER LEADERSHIP ENDOWMENTS

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### PHONE SOLICITATION SCRIPT

Hello, [name]?

Hi, there this is [your name]. I'm a/an [chapter] alum from the class of [##] and I'm calling today on behalf of the chapter. Is this a good time to chat?

Great! [Small talk for a few minutes]

- How are you doing?
- What are you up to these days?
- Do you keep in touch with any brothers?
- Do you ever make it back to campus? We would love to see you at Homecoming.
- Do you keep in touch with the [Chapter] SigEp Facebook group?

[Name], I'm calling today because the chapter has recently started to raise money create an endowment to send our brothers to the SigEp leadership programs. The programs help ensure that our chapter members are equipped to lead the chapter and get them ready for life after college.

We've already raised [current raise] toward our goal of [goal amount] because of brothers like [committed brother near persons chapter year] who committed \$[##]. Would you be willing to make a gift of \$[Ask amount per month]?

[Let them be the first to respond, even if there is a pause].

### IF YES

- Thank you! Would it be easiest for you to make this gift via check or as an online donation?
- If check: Great! Checks can be made out to the Sigma Phi Epsilon Educational Foundation with "[Chapter] Leadership Endowment" in the memo and sent to:
  - 310 S. Boulevard, Richmond VA 23220
- If online: Great! The link for gifts is [chapter website], and you can select [fund] as the purpose.
- Thank you! I can provide you with the giving information via email as well, can I confirm your email address?

### IF NO

- Is there another amount you would be comfortable giving?
- **Because they can't right now:** I understand why now might not be a good time — is there a better time for me to call?
- **Because they aren't interested:** I understand. While I've got you on the phone, could I update your contact information for our newsletter?

### ALWAYS

- Thank the person for talking today
- Request updated contact information
- Encourage them to find the chapter on Facebook
- Inform them of upcoming events [if applicable]

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## BE READY WITH RESPONSES

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### VOICEMAIL SCRIPT

Hi there [alumni's name]. My name is [your name], and I'm calling on behalf of SigEp at [university].

My number is [phone number]. I'm hoping to find a time to get on the phone to share some of the great things the chapter has been up to lately. I'll follow up this voicemail with an email with some more information, but I'd love the chance to chat as well!

Again, my name is [your name], I'm calling on behalf of SigEp at [university] and my number is [phone number]. Hope to hear from you soon. Have a great day!