

Purpose

To build a big attendance at the Advanced Commitment Dessert

Sample Approach

Hi, this is _____ from _____

I'm calling about our Advanced Commitment Dessert.

We mailed you an invitation, did you receive it?

I'm phoning to confirm reservations and I'd be happy to confirm your place now.

How many will be attending?

It's going to be a significant event in the life of our church. I'll look forward to seeing you there.

Answering Questions

1. Didn't get invitation in the mail
2. What about children?
3. Dress for the evening?
4. My spouse will be out of town/ can't attend.
5. Undecided about attending.
6. Special dietary needs/menu
7. Absolutely cannot attend: If you have already prayerfully considered your commitment you may mail it in or drop it by the church office and it will be counted along with the combined totals of the rest of the leadership present that evening.

Finger Tip Facts

Where:

When:

What:

Program:

How long?

Purpose: Everyone present will be given an opportunity to make his or her financial commitment to the _____ campaign in advance of the rest of the church.

When to start calling?

Absolute deadline?

To whom do you report your results?

Phone tips and Procedures

1. Smile! People can tell if you're smiling.
2. Stand up! It may give you more energy.
3. Speak up! Don't shout, but the caller should not have to strain to hear you.
4. Silent background. Screaming children and barking dogs do not convey the professional image we want to convey for this important call. It may be possible to call from the church. See your team leader if this is a good option for you.
5. Phone machines: Leave a brief message and your number if you are comfortable with that. Call three times.
6. Call from a landline phone, not a cell. If it's a cordless, make sure the batteries are charged and you are within range.
7. Times to call: 6-8:45 p.m. Don't call after 9:00p.m. unless the person is a very close friend.
8. The deadline is essential!