

PHONE CALL SCRIPT IDEAS

It's a known fact that more prospectives will attend your events if they are called first. This is the most important step in getting new members. It is also something that many of us are intimidated by. To help you with your phone calls, here are two sample scripts:

Hi! My name is _____ from the _____ Women of Today. I wondering if you received your invitation to our _____.
Great! Do you think you might be interested in attending? (She says yes). Good! Do you need a ride or further directions? Did you have any questions about our organization? Thank you for your time and I will be looking forward to seeing you on _____(day of event).

If she said that she did not receive the invitation, tell her one was sent to her but must have not gotten there yet. Explain what, when and where your event it and ask her if she would be interested in attending.

If she is unable to attend, tell her when your next general membership meeting is or when your next project or social is. Ask if you can call to remind her of future events.

If you are working on an extension, you could use this sample:

Hi! My name is _____ from the _____ Women of Today. Currently, we are working on starting a Women of Today chapter in your community. (Tell her a little about Women of Today). I would like to know if you would be interested in attending a meeting on _____ to find out more about our organization.

If she says yes, ask her if she needs a ride or directions to the event. If she says she can't attend, offer to send her more information and an invitation to the next meeting.

When making phone calls you should...

1. Make sure that you don't have a lot of commotion going on in the background.
2. Always tell the prospective "thank-you" at the end of the conversation.
3. Ask them if they have a few minutes to talk.
4. If they can't talk at that time, ask when a good time to call back would be.
5. Think about projects you do and what Women of Today means to you. That way, when they ask you about your chapter, you will have thought about your answer.