

Hi _____, this is _____, how are you this evening?

<Small talk>

I am in the Marching Band at school, and this year our band has an incredible opportunity to compete for a place at the State Championships in San Antonio, Texas. I'm calling tonight to ask if you will invest in my hard work and help personally sponsor me this year. Would you be able to support me with a tax deductible donation?

NO – I understand, and I appreciate the support you offer in other ways. If you change your mind in the future, just let me know, and I look forward to seeing you again soon. Have a great night.

YES – (Wonderful, Wow, Cool, Awesome) Thank you _____. To make it easier on you to support me, would you be able to pay online tonight by credit card if I send you a quick and easy link?

YES – Thank you. As soon as we hang up, I will send you a link by text that you can simply click and support me. I appreciate your time and help. I have a few more calls tonight, so I'm going to let you go, but thank you again, I appreciate your support. Goodnight.

NO – Would a check by mail be easier for you or how would you prefer to pay?

Pay online Later – We certainly appreciate your help and will be very grateful when you can go online and make your donation. I appreciate your time, and as soon as we hang up I will send a link you can save and click on whenever you're able to pay. Thank you again for your willingness to help me, have a great night.

Pay by Check – That's no problem. Would you like me to send a text with the address and payment information so you can mail a check or do you have a pen and want to write it down now while we're on the phone?

Make check payable to KCHSBBA and put my name and Call A Thon in the Memo Line and mail it to Central High School. 9450 Ray White Road, Fort Worth, Texas 76244.

Thank you for your time, I hope you have a great evening. Goodnight.

Tax Deductible?

Yes, your donation is tax deductible. If you pay online you will immediately receive a receipt in your email to keep for your records, and if you send a check, the Band Boosters will send back a receipt.

Minimum Donation? The minimum donation available online is \$10.

Personal Donation or Group? 75% of your donation tonight will help personally cover my cost to participate in band. The other 25% is used by the boosters to provide support for all the members of our band.