

Getting the Meeting

INSTRUCTIONS: This is a guideline to help you practice asking a giver to meet. Using this outline, customize an approach that fits your own nonprofit and style. It is not presented as a formula/script, but rather a general guideline.

INTRODUCTION

Hi (giver name) , this is (your name) from (your organization). I'm calling to find a time to get together soon. I want to:

Catch up and give you an update about (something discussed last time)

OR

talk about:

- How God might be leading you to be involved.
- What I believe would be a good next step for you.
- Something I believe you would be excited about.

THEN

If leaving a voicemail:

You can reach me at (555)-555-5555, and if I haven't heard from you by (a few days later) I'll plan to try you again. I'm looking forward to talking to you soon.

If you get a live person:

I'd love to get together (for lunch / for coffee / in your home / at your office) sometime in the next couple of weeks. Would you be up for that?

If they say YES:

Work out the details of when and where. Thanks! I'm really looking forward to meeting with you.

If they say NO:

Is there a better time to connect, or would you prefer a different method of communicating?