

Awesome Phone-a-thon Script-January 2011

Hi, may I please speak with _____.

Hi! My name is _____ I am a Shalom Institute board member/volunteer/staff.

Do you have a few minutes to talk?

(IF NO)

If the person seems rushed or answers, "No, I can't talk" or "No, I can't help you" or just seems put out in some way, just wind up the conversation by saying something like:

"I'm sorry to have caught you at a bad time. Can I call back at another time?"

(IF YES)

Proceed to:

Thank you for your past support of Camp JCA Shalom and Shalom Institute. For many children camp is the only opportunity they have to connect with their Judaism and become part of our Jewish community.

Based on requests last year, 300 families are expected to apply for camp scholarships this spring. We are looking to our supporters to help us ensure the opportunity to go to camp is given to all kids.

Camp has had a lasting impact on so many kids, and I am asking you to help continue camp impact the lives of many more. I hope that today you will make a meaningful annual gift to Camp JCA Shalom. Would you become part of our effort by contributing to the scholarship fund and make a gift of _____?

PAUSE

(IF YES)

You can donate right now

1. **with Credit Card over the Phone**
 - a. **We only take VISA or MasterCard**
 - b. May I please check if we have your correct address? (read off the address found on the form)

1. online at www.campjcashalom.com
2. mail a check to camp. If you would like to mail a check
3.
 - a. Please let me know the amount of your pledge and we will mail you a pledge letter.
Our address is:
34342 Mulholland Hwy, Malibu, CA 90265, make checks payable to Shalom Institute
 - b. I would like to verify your mailing address: (read off the address found on the form).

(IF NO)

May I please check if we have your correct address? (read off the address found on the form)

Thank you so much for your time, have a great evening.

(If Please send me something in the mail)

I will be happy to do that. May I please check if we have your correct address? (read off the address found on the form)

Jan 2011



Awesome Phone-a-thon Script-January 2011

To leave a message:

Hi! This message is for _____.

My name is _____.

I am calling from of Shalom Institute, home of Camp JCA Shalom. I am a _____.

Thank you for your past support of Camp JCA Shalom. For many children camp is the only opportunity they have to connect with their Judaism and become part of our Jewish community.

Based on requests last year, 300 families are expected to apply for camp scholarships this spring. We are looking for our supporters to help us ensure the opportunity to go to camp is given to all kids.

Camp has had a lasting impact on so many kids, and I am asking you to help make camp impact the lives of many others. I hope that today you will make a meaningful annual gift to Camp JCA Shalom. Would you become part of our effort by contributing to the scholarship fund and make a gift of (insert amount here)?

Please donate online at www.campjcashalom.com, or to make a donation over the phone, please call Katya at (818) 889-5500 x 107. Thank you.