**THANK YOU REMINDER CALL**

**SCRIPT IDEAS**

*Please note, these scripts are ideas for you to jump off and make your own. Whatever works in your own voice and feels natural to you will be better than reading this script verbatim!*

**If you leave a message**

Hi, this is [your name] calling for [donor name]. I’m on the board of [organization]. On behalf of the rest of the board, I wanted to thank you so much for your donation. Your gift is really helping us set the pace this year, and we appreciate it so much. Thank you! I hope to see you at a future Audubon Society event!

**If you reach a donor**

Hi, this is [your name] on the board of [organization]. I’m calling for [donor name]!

\* pause for donor to speak \*

Hi [donor name]. On behalf of the rest of the board, I wanted to thank you so much for your donation. Your gift is really helping us set the pace this year, and we appreciate it so much. Thank you!

\* pause for donor to speak \*

I love hearing how people came to find the [organization]. I’m curious, do you remember your first experience with birding or exploring nature? Do you have a favorite memory of [organization]? Does anything jump to mind?

***It’s a good idea to share a story you have here, whether or not the donor has a memory or story.***

***That said, if the donor seems itchy to get off the phone, thank them again and let them end the call gracefully.***