**CALLER:** Hello Mr./Ms. \_\_\_\_\_\_\_\_\_\_(their name)\_\_\_\_\_\_\_\_\_\_\_\_\_

 My name is \_\_\_\_\_\_\_(your name)\_\_\_\_\_\_\_\_\_ and I’m with the Konza District, Boy Scouts of America, how are you this evening? *Wait for response*

**If Past Supporter:**

We are currently in the process of our Friends of Scouting fundraising campaign in the Manhattan community and noticed that you have been a supporter in the past. I wanted to call and thank you so much for your generous donation and ask you if you would consider supporting our scouts again this year. You made a prior donation of \_$$\_, would you consider increasing your pledge to support one more scout on top of that with an additional donation of $200? Wait for response.

**If NOT Past Supporter:**

We are currently in the process of our Friends of Scouting fundraising campaign in the Manhattan community and would love to have your support this year. It takes $200 to support a scout through their years journey, and I am hopeful that you will consider supporting \_\_(number of scouts)\_\_, which is \_\_$$\_\_\_. Can we count on your for support this year? Wait for response.

**If YES:** Thank you very much for your pledge of support, can I go ahead and mark you down for that pledge amount now? ***Completely fill out the pledge card with all information***

***Invite them to the dinner:***

We are very excited to host a dinner at the KSU Alumni Center to honor an outstanding youth advocate and community leader, Mark Knackendoffel. The dinner will be Thursday February 19th beginning with social time at 6:30pm. The dinner is free of charge and we would very much like to have you and your spouse in attendance.

**If NO:** I really appreciate your time tonight.

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Thank you for your time and you support, have a great evening!