

Donor Meeting Setup Script

CONNECT:

Hello, is this _____(first name)?

Hi, this is _____ and I'm a volunteer with Never Again, how are you doing today?

(listen, respond)

First, thank you so much for your support of our work! I'm calling today to share a bit about what we've been able to do with your support, and how you can be a part of what's coming up next.

This Never Again grew from a facebook post, into a national movement. Have you gotten to hear about what we've been up to at all? (pause, listen, respond)

CONTEXT:

Yes, I hear you! I personally have been involved with _____, _____, _____. Nationally, we are building a movement to win permanent protection, dignity and respect for all undocumented immigrants. We have campaigns on the ground led by undocumented activists and we are interfering in the democratic presidential race to change what is politically possible around acknowledging the 11 million undocumented people working and living here. For decades, undocumented immigrants living and working in the United States have been promised comprehensive immigration reform that has never come. They need a pathway to citizenship and relief from the daily fear and reality of being separated from their families. Cosecha is building a ground game of undocumented circles across the country that are calling for dignity for the 11 million and as the 2020 presidential race approaches we are getting democrats on board. The Dignity Plan is a policy platform that Sanders has already signed that centers stopping deportations on January 20th 2021. We are not just convincing politicians, but we are building a grassroots movement of undocumented immigrants ready to hold them to their promises with an immigrant strike that would shut down this economy.

COMMIT:

Over the next month, part of my work is meeting with our supporters to share more details of what we've got planned both locally and nationally. This movement will take all of us. And as a funder, we see you as an important member of our community, and want to talk with you about how you can be a part of the work going forward.

I'll be in _____(their town/area) the week of _____ and my fellow organizer and I would love to sit down and meet with you. _____(Name), do you have time to sit down with us on X day at X time?

CATAPULT:

If yes: Wonderful! We can come right to your house to meet, I have your address as XX, is that correct?

I'll put you in my calendar, and let me give you my info as well. Do you have a pen?

So we're meeting at X time and date, My name is X, and I'll be coming with my colleague X, my cell number is X, just in case.

If no: *Find out what the reason is - ask questions, and then remind them why they supported Cosecha in the first place!*

I hear you. I'm curious, what was it that inspired you to give to Cosecha in the first place?
(listen, respond)

Yes, I first got involved because of X, and have committed myself to this work because it is so needed right now. I think you'll be really inspired to hear what we're up to. How about meeting at X time on X day?

Responding to common objections:

"I don't have time" This meeting will only take about an hour, and we are happy to come when works best with your schedule -- early mornings, evenings, or even on your lunch break from work! I think you'll be really inspired to hear what we're up to. Can we schedule a meeting for X day at X time?

"I don't have any money to give" We are meeting with a variety of people, and know that everyone has different resources. We want to sit down with folks to chat about what works for them, and talk about all the ways they can support the movement: with time, money, resources, or with connections to others. I think you'll be really inspired to hear what we're up to. Can we schedule a meeting for X day at X time?

TIPS!

*Treat the people you're calling as long lost friends: be warm, friendly, and curious. They know Never Again, and like what we do. Catch them up on what the movement has been up to, and find out what inspires them to be a part of it.

*Smile while you dial! It will come through when you speak :)

*Always ask for a specific time and place. Then the conversation can be about WHEN, not IF they want to meet.