CIB Phone Script:

Hi! My name is _____ and I was wondering if there is a manager available to speak to in regards to the University of Delaware's UDance Dance Marathon in which we raise funds to support childhood cancer.

If not available at this time: Okay, would it be possible for me to leave my name and number so they could give me a call back at their earliest convenience? … Thank you and have a nice day!
If available and coming to the phone: Hi! My name is _____ and I am calling on behalf of the University of Delaware's UDance Dance Marathon. UDance is a year-long effort dedicated to helping families dealing with childhood cancer both emotionally and financially. Our fundraiser benefits the Andrew McDonough B+ Foundation, which goes to helping families and research to find a cure. I'm calling to ask if I could leave a small can near your register to collect money for the cause. I would check on the can weekly / biweekly to collect the money.

Do you think that would be convenient for you?

If they say YES: That is great news! Thank you so much! We thank you for helping us spread awareness and raise funds for the kids! Do you have any other questions for us?… Ok great, have a great day!

If they say NO: No worries! Thank you for your time, have a great day!