**2018 Shalom Institute Thank-You Phone-A-Thon**

**Script & Suggestions**

1. **SAY WHO YOU ARE**

* Introduce yourself! Say your **Name**
* Say that you are calling from **Shalom Institute / Camp JCA Shalom**
* **Smile!** Yes, a person can hear a smile through the phone

*Ideas:*

“Hi, this is \_\_\_\_\_\_\_\_\_\_\_\_, calling on behalf of Shalom Institute / Camp JCA Shalom”

“Hi my name is \_\_\_\_\_\_\_\_\_\_\_, and I’m calling from Camp JCA Shalom.”

**2. SAY WHY YOU’RE CALLING**

* To **thank them for their support!** That’s why we’re here!
* To let them know how much their gift means to you and all of us

*Ideas:*

“I’m calling to say thank you for your donation to camp this year. We are so grateful for your support.”

“I wanted to thank you for your generous gift to our Wildfire Relief Fund.”

*Other ways to say thank-you:*

“I’m calling to thank you for…”

“I’m calling to say thank you for..”

“...To share our thanks for…”

“...Your generous donation”

“...Your generous gift”

“...Your ongoing support”

“We deeply appreciate your support for…”

“We are deeply grateful for…”

“It means so much to us…”

**3. SHARE SOMETHING ABOUT YOU IF YOU FEEL COMFORTABLE!**

* If you want to add something about your own connection to Shalom Institute or Camp JCA Shalom, go for it! You can **share how the gift makes a difference in your - or your kid’s - experience**. Sharing the impact someone has on another person feels good to both parties. *This part is up to you. Do what feels comfortable and natural for you.*

*Ideas:*

“My own kids grew up at camp…”

“I was a camper myself…”

“I’ve been a counselor at camp for \_\_\_ years..”

**4. THANK THEM ONE LAST TIME**

* Really, you can’t say thank-you too much.

*Ideas:*

“Thank you again...”

“Thank you again for your support”

“… for being part of our community”

“… for helping us stay strong during this time”