



(Sample of phone call)

“Hi _____(name of person). This is _____(your name). (Small talk: how are you?) As you may or may not remember, I am a member of the Loveland High School Marching Band. We are in the middle of our 2011 March-a-Thon fundraiser. This is our most important fundraiser of the year as we use raised funds to purchase instruments/equipment and try to help pay for travel to our state and national competitions. Last year the LHS Crimson Regiment won 2nd place at the state competition. We put a lot of time and effort into being an outstanding band representing the Loveland community but we can’t do it without community support.”

(You may want to leave the following paragraph out if the friend/relative lives out of state)

“The March-a-Thon takes place on Saturday, September 10th. The band will practice our 2011 show at the Loveland High School practice field from 8:30 – 4:00 followed by a free public performance at Ray Patterson Stadium (next to TVHS) at 7:00. The performance is our way of saying thank you to our community for their support.”

“Quite simply, I am asking for your support. We have between now and September 10th to collect donations. Large or small, each and every donation is important to help cover annual expenses. Would you be able to make a donation?”

- (If the response is YES and the relative/friend lives locally) “Thank you so much. I would be happy to pick up your donation and I’ll bring a tax deductible receipt for your records. What time/date is convenient for you?”
- (If the response is YES but the relative/friend lives out of town) “Thank you so much for your donation. I will put in the mail today a tax deductible receipt for your records and will include a self-addressed stamped envelope.”
- (If the answer is NO) “I understand. Thank you anyway for your consideration. Is it okay if I contact you next year?”

Small talk and then end phone call.