

Handy Phone Script for Calling Last Years Customers

“Hi, my name is _____ and I’m with Cub Scout Pack 55, is Mr./Ms. _____ available?”

(Once you have who you are trying to reach on the line)

“Mr./Ms. _____ I’m calling you today because you were nice enough to order popcorn from me last year around this time to support Pack 55. This year we are hoping to spend the night at the Texas State Aquarium in Corpus Christi, go on more camp outs and enjoy a bunch of other fun activities and the money from selling popcorn helps us to do those things.”

“Last year you bought _____, can I count on you for another order this year?!”

YES: “Terrific, I will be on your street (give date and time) and would be able to come by and pick up a payment from you then, is this a convenient time for you?” YES: Great, I’ll see you then. NO: “Then would you mind putting the payment on your door for me to pick up so we can get your order in and get you your corn as soon as possible?” “Thanks so much for supporting Cub Scouts Mr./Ms. _____”

NO: “Well, thank you for your previous support and have a great day!”