

## **SCRIPT 2 — STRANGERS**

### **Opening (Respectful and quick)**

“Hi! I’m part of a local youth group doing a fundraiser called a Rock-A-Thon.”

### **Quick Why (Focus on good works)**

“We’re raising money to support youth programs and service trips where we help communities in need.”

### **Clear Ask**

“Would you be open to sponsoring me for a small amount per hour while I rock, up to 8 hours?”

Give a range:

“Most People Donate 5 or 10 dollars per hour but Even something like \$1 to \$2 per hour makes a big difference.” Which amount works best for you?

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### **Common Objections + Simple Responses**

#### **“I don’t carry cash.”**

“No problem — we can take Venmo, card, or whatever is easiest and the money is not collected until May 23<sup>rd</sup>.”

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#### **“I don’t usually donate.”**

“I understand. We’re just trying to do something positive for the community. Even a small amount helps.” What about \$2 per hour with a maximum donation of \$16? Does that work for you?

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#### **“What kind of trips?”**

“We do service trips where we help people in need and build programs that support other students in the area.” Can I put you down for \$5 per hour?

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#### **“I’m in a rush.”**

“No problem — this only takes a second.” All I need is Name, Email, Phone Number and how you want to pay. Can I put you down for \$5 per hour?

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#### **“How do I know it’s legitimate?”**

“It’s through Hopewell Reformed Church, and all funds go directly to the youth program and trips.” On the Donation form there is a QR code that gives you more information. Can I put you down for \$5 per hour?

### **Close**

“Thank you, I really appreciate your support.”