

AFP – CHICAGO CHAPTER

MEMBERSHIP ACQUISITION & RENEWAL COMMITTEE

New Member Call Script

Revised 09-09

If person answering phone asks who is calling: This is (your name) calling from the Chicago Chapter of AFP about his/her membership.

Hi, my name is (your name) and I'm a volunteer on the Membership Committee of the Chicago Chapter of the Association of Fundraising Professionals. I'm calling to welcome you as a new member of AFP and to tell you a little bit about some upcoming opportunities.

Is this a good time to talk?

If "no": Is there another time when it would be better for me to call?

If "yes": proceed:

Have you received your new member packets yet?

If "yes": Good.

If "no": You should receive one from the Chicago office and one from the International headquarters in the next [how soon?]

Do you know about our next chapter event, (name of event) on (day, date, time period, name of location, and address of location) ?

If "yes": Good. If you wish to go to the coffee reception and/or event, you can RSVP by visiting our website, at www.afpchicago.org.

If "no": It's a (describe event), starting with a free coffee reception from (time period). The cost of the event is (\$\$), but again, the reception is free and I encourage you to come and meet some of our other members. If you wish to go to the coffee reception and/or event, you can RSVP visiting our website at www.afpchicago.org.

I also would like to encourage you to become more involved in AFP. Can I tell you briefly why I've gotten more involved myself?

If they don't have time, move to next question.

If yes: There are two main reasons. The first is that AFP has made a real difference in my career. Its professional development courses and social events have provided me with great opportunities to network with other development professionals and to pick up fundraising ideas that I can use in my job.

The second is that AFP is the only organization that helps build strong communities by advancing the fundraising profession. It recognizes that strong communities need healthy nonprofits, and that healthy nonprofits need well-prepared professionals. That's what AFP is all about.

Would you like to hear about a couple of easy ways that you can become more involved?

If yes: One opportunity would be to participate in the peer-mentoring program—as either a mentor or protégé—and another would be to join an AFP committee. These are some great ways to meet your colleagues in the field to help you get the most out of your AFP membership.

Are you interested in either of the opportunities?

If yes: You can fill out a preference form is on our website or I can fax one to you. Which would you prefer?

Do you have any questions I might be able to answer?

Answer questions to the best of your ability, but refer them to chapter office if uncertain.

You can find more information about the other benefits of membership on our chapter web site at www.afpchicago.org.

If you need to update your organization or mailing information or obtain a membership application for someone else in your organization, you can do so at the AFP International website at www.afpnet.org.

Feel free to call or e-mail me with any questions that you might have in the future. My phone number is _____ and my e-mail is _____. And please don't hesitate to contact the AFP office if you have questions about events, membership, special projects, etc. Their phone is (630) 416-1166 and their website is www.afpchicago.org.

Thanks again for joining AFP Chicago and I look forward to meeting you at one of our events.

(END)