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|  | “Try us you **WILL** like us”  Telephone Script 2  For Reaching Out to former Rainbow Girls or Job’s Daughters |

1. Introduce yourself

* Hello, my name is\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ from \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Chapter of the Order of the Eastern Star.

(pause for about 8 seconds, take a deep breath, then continue)

1. Establish a rapport – the more information that you have about their history in the youth organization will make it easier to start a conversation

* Am I talking to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?

OR

* Is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_available? (if not available, when is a good time to call back?) or (Is there a better phone number to call her at)
* I understand that you were a member of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Rainbow Assembly/Job’s Bethel for \_\_\_\_\_\_years
* And you held the office of \_\_\_\_\_\_\_\_\_\_\_\_

OR

* And you held several offices including\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Eventually they will ask you why you are calling

1. Use a positioning statement

* The reason I am calling you is to share with you some things that are happening in the Order of the Eastern Star that you might be interested
  + Changes in dress code – Dress pants for sideliners.
  + Changes in introductions – Only Past Grand Matron/Patrons, Grand Officers and Deputy Grand Matron are introduced in the West. All others are recognized (not introduced) from the sidelines. This reduces the time of introduction, but still recognizes everyone that have served.
  + Changes in requirements for membership – Rainbow and Job’s Daughters may petition for membership with 3 years of service and having obtained 18 years of age. Do you know of any of your sisters that fit those qualifications and may be interested in joining the Order of the Eastern Star.

1. You may also consider talking about the following, but be careful about losing their interest:

* Talk about Ritual – Our ritual is beautiful, just like yours and is based on the Bible and includes principles that we try to live our lives.
* Talk about service projects – We are committed to serve our community just like Rainbow Girls/Job’s Daughters
* Be prepared to talk about some of the Service Projects your Chapter is involved with (some suggestions, list as apply)  
  Collecting Books for the Dyslexia Center  
  Raising money to help a local family who needs financial assistance  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Our District also runs charity events to raise money for Grand Chapter Charities (list as apply)  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
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  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Talk about Fellowship, such as:
  + Our meeting nights always include a time for fellowship before or after our meeting
  + We sometime schedule a dinner out at a local restaurant
  + We have attended dinner theaters in the past
  + We have a summer picnic every year  
    (list other ideas below)
  + \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
    Then lead into
* We are having
  + Possibly a night out at a dinner theater The show is\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Other Social event)

(if there is a cost associated with her attendance be prepared to pay for her attendance with a vote of the Chapter if not budgeted)

I would like to invite you to attend, if you are interested.  
Great

* + The time and place is\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + The dress requirements are\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + Do you need a ride? or Define ride share information as  
    \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

I’ll call you a week before to confirm the event. We are looking forward to sharing this time with you. See you soon.