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|  | “Try us you **WILL** like us”  Telephone Script 3  For Reaching Out to Rainbow Girls or Job’s Daughters, who have submitted Contact information |
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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 –

* 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)

1. I received the Contact Information that you sent to the Order of the Eastern Star Membership Committee and I would like to talk to you about it and/or to see what questions you may have.
2. You may also consider talking about the following:

* 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   
  Collecting Books for the Dyslexia Center  
  Raising money to help a local family who needs financial assistance  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* OurDistrict also runs charity events to raise money for Grand Chapter Charities(list as apply)  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* 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.