

Phone Script – Member without a nearby Chapter

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Enhancement – Recruiting and Retention

Good day/evening ___Member’s name___, I’m ___your name and position within GWRRA ___District, and the reason for my call is to welcome you to GWRRA and let you know that our District wants to hear from you. Do you have a couple minutes to talk?

(If it is not convenient to talk at this time, ask when would be a good time to call and make an appointment for the second call.

If the Member does not wish to receive any telephone communications, politely ask why, thank them and end the call.)

Thanks.

We notice that you have been a member for ___ years/months/ are brand new, and we want you to know where the closest chapter is to you and the Chapter Directors contact information.

Do you have something to write on?

Let me give you that contact information: provide information.

Their meeting is ___date, time and location___ and if it is ok with you I will give your information to the Chapter Director so he/she can get in touch with you, would that be ok?

In looking at where you live, I noticed that you are not really close to that chapter and wondered if we could talk more another time about having you assist us in the process of opening a chapter in your area?

Do you think there would be interest in your area?

Do you see other GoldWings around?

I appreciate your comments and I'd like to make another phone appointment with you to talk further about setting up a meeting in your area to see if there is interest, is there a best time of day to contact you?

The call might take about 15 minutes or so, so what would be a good day for us to have that call?

I look forward to our next call on _____repeat day and time_____ and look forward to sharing the GWRRA experience with you.

I have just a few questions for you before I hang up, do you have few more minutes?

Listen carefully they will give you many clues here.

When you joined GWRRA, what were your expectations with your membership?

May I include you in the District newsletter email?

May I keep in contact with you from time to time?

If we were coming to your area to meet with other GoldWingers would you attend that meeting?

Thanks so much for your time, by the way do you have any questions for me before we hang up?