



CALLING TIPS:

THINK ABOUT WHY YOU SUPPORT WHITMAN.

PRACTICE WHAT YOU MIGHT SAY BEFORE YOU CALL.

SMILE WHILE YOU DIAL! IT HELPS YOUR PHONE VOICE.

MAKE AT LEAST FIVE CALLS IN ONE SITTING. YOU'LL WARM UP AS YOU GO, MAKING IT EASIER BEFORE YOU CALL, CHECK IF THE PERSON IS A DONOR. (WILL YOU BE ASKING OR THANKING?)

Voicemail Script

If the person doesn't answer, leave the following voicemail:

Hi, [classmate name]! This is [your name]. We graduated in the same class from Whitman College. I was calling to touch base with you about our class reunion in September/May. I can try you again another time, but feel free to call me back at [your number if comfortable]. Hope to connect soon!

Phone Call Script

Hi! Is this [classmate's name]?

Hi, [name], this is [your name]. We graduated in the same class at Whitman College. How are you? How've you been?

[Learn a little about each classmate you call. What are they up to? Where did they end up after graduation? Ask about their career and their family. Share memories.]

When was the last time you visited campus?

You should come back to campus for Reunion Weekend/Commencement Weekend! Our [10th, 25th, 40th, 50th] class reunion will be September/May xx-xx. I'm on the planning committee, and we're trying to get a big group of us back on campus. It's going to be great to see everyone again.

Are you planning on coming?

Yes!

That's great! I'm excited you'll be there. Can I send you the link to register? *Proceed to giving section below.*

No, I can't make it.

Bummer! You'll be missed. *Proceed to giving section below.*

Another way we are coming together as a class is by giving to the College. Collectively, we want to say thank you for the education, opportunities, and memories that had such a profound impact on us. [State your case here! Share why you personally give and why supporting Whitman is important. End with your call to action.]

Will you join me and the _____ other classmates who've given and give in honor of our reunion?

*****Stop talking after you ask. Let them think and respond.*****