



A Test Campaign

CELEBRATION WEEKEND CALLS (CALL#3)

This is the third call you will make to your assigned households. Immediately after the Parish-Wide Event, a commitment card and envelope will be sent to each household from whom a Commitment Card has not yet been received. The Contact Team members will call each household on their list to encourage those who have not turned in a Commitment Card to do so before Celebration Weekend and to thank those who have already turned in a card.

Your Assignment:

- ☐ Contact every assigned household.
- ☐ Remind the parishioners of your assigned households to turn in the Commitment Card if they have not already done so.
- ☐ Communicate that every decision is important and that every person in your parish is loved and appreciated regardless of his or her decision.
- ☐ Help ensure that the leadership of your parish is able to plan wisely because all commitments are counted.

You Need To Know:

- ☐ The parishioners are prepared for your call. They have been informed about the spiritual and financial goals of the campaign.
- ☐ They have been encouraged to prayerfully consider their commitment.
You are not asked to convince anyone to give, but rather receive his or her response, whatever it may be.

STEP 1 Your calls should be made on: **December 15 - 21, 2013**

STEP 2 Call **every** household. Call at different times. If unable to reach them personally after three attempts, leave the message on an answering machine if they have one.

Sample Conversation

"Hello, this is (your name) calling for A Test Campaign. Is this the (household name) residence? We want everyone in our parish family to be a part of _____. A few days ago, you may have received a letter with a Commitment Card. You may have already returned your Commitment Card.

(If the response is "yes," thank them for their participation and positive response.) If you are planning to participate, please return your card by January 04 - 05, 2014." (Consultant may give additional instructions.)

Responses

"We want to mail in the card or turn it in to the parish office."

Thank them for their positive response. Encourage them to return their Commitment Card before Celebration Weekend.

"We are undecided."

Ask them if they have any questions. Ask them, if they can, to make their decision by Celebration Weekend.

"We did not receive a letter or card."

Offer to mail a Commitment Card, confirm the date and time.

STEP 3 Encourage Attendance