

11a. EXTERNAL COLLECT: TELEPHONIC TEMPLATE (T1)

List of Questions to Ask and Record to Build the SVP Partner Database

(This assumes that the person making the call has been introduced by a connect before the call is made..)

Name of the organisation:

Name of the person being spoken to:

Designation of the person being spoken to:

Introduce yourself and give the reference of the person who has introduced them to you.

Explain the purpose of SVP MJM and a brief background to the kind of social organisations we work with. Cover points like - these organisations that SVP closely works with and supports, they are organisations that are poised to scale.

Explain that our partner organisations constantly need support in the form of funding, expertise and connects (for various reasons, could be for placements or go to market or something else) from external partners. So, SVP MJM is reaching out to key partners that could become part of our panel of consortium partners.

Ask if they or their organisation would like to be part of the consortium panel? Tell that SVP MJM will follow up with a meeting to talk in detail. Then ask for the following details

Who will be the contact person in your organisation

Name :

Designation:

Contact Number:

Email:

What areas could you or your organisation be interested in supporting our design partners and other NGOs associated with SVP in? (These could range from Organisation Strategy development, HR, Marketing, Finance Strategy to Funding connects or anything else. These areas need to be suggested judiciously depending on the person being spoken to).

a. _____

b. _____

c. _____

d. _____

e. _____

Thank you very much. Try to get a meeting at the end of the call or tell that you will call later to schedule a meeting with them.