

### **Script if they are a business owner and a Veteran:**

Hi \_\_\_\_\_, it's Elizabeth Elder...how are you doing? I am great!!!

Thank you for taking time out of your busy schedule to talk with me. The reason I am calling is that I know you understand and I know you have a heart for the men and women who are serving our country. I am a Sales Director with Mary Kay and our unit has joined forces with the USO in Atlanta and with Soldier's Angels in Franklin, NC...both of which are non-profit organizations that send care packages to our troops. We have put together Sun Care Packages that will be shipped and distributed immediately to our soldiers. Summer temps can reach 100 and higher and there is a constant, desperate need for sunscreen and lip protectors. Our products have the Skin Cancer Foundation's seal of them. The packages are \$40 and our goal is to deliver 2000 packages to our troops in time for July 4<sup>th</sup>... and that is why I am contacting business owners to help with this BIG GOAL!!! I am NOT making a profit on these packages...I will match your donation...if you sponsor 200...I will sponsor 200... and provide you with a receipt with a tax ID number because this is a taxable donation.

I am asking you to partner with me because this is a way to know that we can make a personal difference by putting something immediately in their hands. You know how important it is to get mail and packages from home. You know how much it lifts their spirits!

WAIT FOR ANSWER...LET THEM KNOW WE ACCEPT CASH, CHECK, CREDIT/DEBIT CARD, ETC. AFTER THE TRANSACTION IS FINISHED...SAY..."MAY I ASK ONE FINAL QUESTION"?...

Do you have anyone else in mind that you think would be interested that I can contact and use you as a reference?

### **Script for a business owner that is NOT a Veteran:**

Hi \_\_\_\_\_, it's Elizabeth Elder...how are you doing? I am great!!!

Thank you for taking time out of your busy schedule to talk with me. I am a Sales Director with Mary Kay and our unit has joined forces with the USO in Atlanta and with Soldier's Angels in Franklin, NC...both of which are non-profit organizations that send care packages to our troops. We have

put together Sun Care Packages that will be shipped and distributed immediately to our soldiers. Summer temps can reach 100 and higher and there is a constant, desperate need for sunscreen and lip protectors. Our products have the Skin Cancer Foundation's seal on them. The packages are \$40 and our goal is to deliver 2000 packages to our troops in time for July 4<sup>th</sup>... and that is why I am contacting business owners to help with this BIG GOAL!!! I am NOT making a profit on these packages...I will match your donation...if you sponsor 200...I will sponsor 200... and provide you with a receipt with a tax ID number because this is a taxable donation.

I am asking you to partner with me because this is a way to know that we can make a personal difference by putting something immediately in their hands. You know how important it is to get mail and packages from home. You know how much it lifts their spirits!

WAIT FOR ANSWER...LET THEM KNOW WE ACCEPT CASH, CHECK, CREDIT/DEBIT CARD, ETC. AFTER THE TRANSACTION IS FINISHED...SAY..."MAY I ASK ONE FINAL QUESTION"?...

Do you have anyone else in mind that you think would be interested that I can contact and use you as a reference?