

Lycoming Annual Fund – Fall Phonathon
Thank-A-Thon
Donors who have given a Gift in FY.06

- ① Practice pronunciation of last name (if you don't know, ask).
- ① Check to see if spouse is an alumnus.
- ① During the call: sit up straight and smile

Introduction

Hello, this is Lycoming College calling. May I please speak with Dr./Mr./Mrs./Ms. _____?"

Hello Mr./Mrs./Ms./Dr. _____. My name is _____ & I'm a _____ (class yr., major) at Lycoming College. Do you have a few minutes to speak with me? (**Wait for permission before proceeding**)

If no: Schedule a call back, be sure to ask for a date and time that's good to call back.

If yes: Great! Thank you. . .

Thank You

“On Behalf of the Development Office and all of us here at Lycoming College, I wanted to call to thank you for your gift to the 2006 Lycoming Annual Fund. Your support early in the fiscal year allows the College to begin planning for next year’s financial aid dollars. As you likely know, your support provides for scholarships, academic programs, career development resources, and many other student services – all are important aspect in enriching the academic and personal lives of each student.”

So thank you for supporting Lycoming!

Do you have any questions about anything happening here at the College?

Talking Points

The Annual Fund Helps support:

- ① academic programs
- ① scholarships
- ① technology upgrades
- ① student services
- ① maintaining the buildings and grounds

Thank You – Answering Machine Message

“On Behalf of the Development Office and all of us here at Lycoming College, I wanted to call to thank you for your gift to the 2006 Lycoming Annual Fund. Your support early in the fiscal year allows the College to begin planning for next year’s financial aid dollars. As you likely know, your support provides for scholarships, academic programs, career development resources, and many other student services – all are important aspect in enriching the academic and personal lives of each student.”

So thank you for supporting Lycoming!

If you have any questions about anything happening here at the College, please feel free to call us at 570-321-4036 or log on to our website at www.lycoming.edu.