



DIALOGUE TO SECURE THE FIRST MEETING

Example dialogue:

“Hello, this is [your name]. I serve as the [your title] at [name of ministry]. I’m calling because we are working on some significant projects for our future impact. I’m wondering if you would be willing to invest some time in me, and [name of ministry], by taking the time to meet with me face to face and let me ask for your advice and input on some of the things we are considering.”

YES: If they say yes, you need to have several dates ready to plug them in on your calendar right then.

HESITATE: If they slightly hesitate then you would jump in and say:

“I promise I won’t ask you for money (at least not yet, ha ha) but it is really important to me that I get the advice and input from the right people as we move forward. I know you are busy, and it’s hard to schedule, but I would be so grateful for the time and I promise I’ll respect your time.”

YES: Usually they go along with scheduling something at that point.

NO: If they say, “no, I’m really busy,” simply let them know that you can look way out on your calendar and set something up for in a month or so. Don’t let people say no. Do let people push you way out on the calendar if they must. You build trust by following up with people over the long-haul.

The above also can work as a voicemail script, when you have to leave a message.