

The Existing Church Phone Program Word Track - by Dave Barba

"Hi! This is _____ with the _____ in _____. We're
(your name) (church name) (city)
working on ways to improve our church, so we are calling our neighbors to ask two quick questions *that would help us*. Would that be ok? . . . Thank you!

The first question is: "**Are you involved in one of the local churches at this time?**"

IF THEY ANSWER "YES"

"Fine! We don't want to take you out of a good church, but we are looking for better ways to serve our community. So . . . the second question is - would you say that your church is meeting the needs of . . . you and your family?"

IF THEY ANSWER "YES"

"Great! Since we are looking for ways we can do a better job here . . . if you have any suggestions, OR if our pastor can serve you in any way, can I give you our telephone number (pause for response)?

Thanks for your time. Good bye!

IF THEY ANSWER "NO"

"OK . . . we are mailing out some information to folks in the community. . . to tell them about our church, the programs we have for all age groups . . . could we send that info to you . . . just to let you know what we have here?"

If they answer "NO" –
Thanks so much for your time. Bye now!

If they answer "YES"

"How would you like me to address that?"

This avoids many potential problems, such as Ms. vs. Miss or Mrs., unmarried, recent death of spouse, etc. If more than one name will appear on the address, underline the name of the person to whom you spoke! This will help in future contacts by allowing you to talk to the person who originally said "Yes!" to receiving the materials.

Closing remarks – "**Thanks so much for your time. We'll get this in the mail right away . . . but before I go . . . do you have any prayer requests that I can share with our prayer team?"**

Answering machine message – "Hi! This is _____ from the _____ Church of _____. We have a team of folks who regularly pray for people in our community. If you have a prayer request, please call and share it with us at _____. God bless you! (do not mark through the number on your call list)