

## MISSOURI UNIVERSITY OF SCIENCE & TECHNOLOGY | PARENT FUND SCRIPT

### INTRODUCTION:

Hello, may I speak with \_\_\_\_\_, please? *Listen and respond appropriately.*

Hello, \_\_\_\_\_. My name is \_\_\_\_\_ and I'm a (freshman/sophomore/junior/senior) from Missouri University of Science & Technology.

### RAPPORT: (Remember to listen and respond)

- As a current student, it's a great opportunity for me to talk with parents of some of my fellow students.
- I was just curious, why did (**Insert name** or your child) choose Missouri S&T? *I chose S&T because...*
- *I'm studying...* What major is (**Insert name** or your child) interested in? **Listen and respond**
- Have you seen any of the University's social media (Facebook/Twitter/YouTube) sites? These networks are a great way to see what's happening at Missouri S&T.
- **Share personal stories related to the conversation**

### DEMOGRAPHIC INFORMATION:

While I have you on the phone, I'd like to make sure our records are up to date.

- **Mailing address:** Is your address still \_\_\_\_\_?
- **Email address:**
  - *Not on file:* And what is your email address? Spell back.
  - *On file:* Have you been receiving our Student Health 101 newsletter through your email \_\_\_\_\_? If not, we can make sure that it gets sent to your email if you'd like. (Make note in extended comments if parent would like to receive this newsletter)
- **Cell phone:** Is the number I've called you a cell phone? If not, can you please provide us with a cell phone number so that Missouri S&T can remain in touch with you?
- **Business info (if not already captured):** Are you employed with \_\_\_\_\_?

### PRIMARY ASK:

- Currently our Health and Wellbeing department provides resources, services, and programs like... (**Pick 2-3 points**)
  - Counseling appointments
  - Emergency assistance (Student Emergency Fund)
  - Joe's PEERS (Providing Education, Encouragement and Recourses for Students)
  - Self-help guidance
  - Healthy eating and healthy living support
  - Presentations & Workshops
  - Healthy relationships
  - Violence prevention
  - Alcohol and Drug prevention
- ...these great resources wouldn't be available for our current students and (Childs name) without the support of our parents.  
**Knowing the impact your support will make, can we count on you for a \$\_\_\_ gift? (If no: H.U.L.K )**

**TRANSITION/RAPPORT:** I understand. You may not know that...

### SECOND ASK:

- Our Health and Wellbeing department works hard to ensure students have the resources, services and programs we need to have wholesome, healthy experience while at S&T.  
For example, (**Pick one or two**):
  - Student Emergency Fund assists students by providing financial support with unexpected emergency expenses. (groceries, medications and other costs related to medical care, safety needs (i.e. changing a lock), replacement of

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essential personal belongings due to fire, theft, or natural disaster, travel costs related to a death or illness in the immediate family)

- STEP UP! Is a program that was launched to make campus a safer and more inclusive environment. It trains students to recognize and respond to problematic situations.
- Student Health 101, the monthly electronic wellness magazine available to all students and funded by phonathon donations, has had increased readership and continued positive learning outcomes from our previous editions. (Parents can also get this newsletter if they want, use extended comments)
- Joe's Peers is a student leadership organization. JP members provide student education, encouragement, and resources on stress management, bystander intervention, healthy relationships and sexual health, alcohol and drugs harm reduction...

**You can help students continue to grow both in and out of the classroom. Would you be interested in giving a more modest gift of \$\_\_?**

### **CLOSE IF NO PLEDGE:**

I understand. Thank you for your time. If you ever change your mind you can give online at [give.mst.edu](http://give.mst.edu) and click the give now button at the top. Have a nice (day/evening)!

### **Voicemail:**

Hello, this message is for \_\_\_\_\_. My name is \_\_\_ and I am a freshman/sophomore/junior/senior calling from Missouri University of Science and Technology to talk with you about your child's experiences here and how you could make an impact through the Health and Wellbeing Fund this year. I'm sorry I couldn't reach you tonight, but we'll give you a call again soon. Have a great day!