

Follow Up Calls:

The goal of follow up calls is to connect with people you've sent letters to, share more directly what the program is, and ask again for support. This is an opportunity to show the people that you are asking for support from, that you are faithful in follow through, and that you care about the relationship, not just financial support.

Sample:

Hi, (their name)! This is (your name). How are you? (catch up with them if you haven't talked in a while)

Do you have a few minutes to talk?

If not a good time to talk:

May I call you back in a little while, or would tomorrow be better? (Set up a time)

If able to talk:

I'm calling because I wanted to share about my summer plans to go to a Summer Training Program with the Navigators in Estes Park, CO. Did you receive my letter about it?

If yes:

(Share again what you are excited about e.g. I am so excited to spend a whole summer investing deeply in my relationship with the Lord and in community)

If no:

Briefly explain the program, the opportunity for spiritual growth and community, as well as team and work experience. Share what you are most excited about for the program.

Support ask:

To participate in this program, I need to fundraise \$1600 by the start of the program (July 8th). Would you prayerfully consider supporting me and this opportunity this summer?

If yes:

Thank you so much! If the Lord is leading you to give, that can be done at [navigators.org/staff/\(insert Nav ID\)](http://navigators.org/staff/(insert Nav ID)). I can also text you the link or you can find it in my letter. Can I confirm your contact info so I can send you a letter at the end of the summer sharing what I've learned?

If no:

That's totally fine. I'd love to keep you updated on my summer, is it okay if I send you another letter at the end of the summer? (Confirm contact info -> this demonstrates you care about the person, not just their finances)

Close the call:

Thank you so much for your time! I look forward to sharing more about my experience this summer!!

Important!! Send thank you letters to those who support you prayerfully and financially and plan on sending a letter to your contacts at the end of the summer to update them on how the summer went. They supported you and want to hear from you!!