

## Phone Call Scripts to invite men to the 2020 Conference

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### LIVE CALL

Hello, [his name], my name is [your name] calling from [your parish].

I am calling to personally invite you to the upcoming Gulf Coast Catholic Men's Conference Conference on Saturday, February 29. Just like last year, we have a great group of guys here at our parish that is coming together to build strong friendships and we would like you to join us! It is going to be a fantastic day again this year with great speakers including Fr. Davind Michael Moses, Mart Hartfiel, and John Sablan! The day will be packed! They feed us pretty good with coffee and donuts along with lunch and drinks.

I have a ticket with you name on it right here! Can I mark you down [again] this year?

### IF YES:

Do you have any sons? How about them going with you this year? The conference is a tremendous experience for our sons especially seeing their dad there with the other men that are excited about their faith!

How about grabbing a few extra tickets for other family and friends? We can set you up with these extra tickets today, too! They make great gifts!

Awesome! The special group rate ticket is \$35. Would you like to give me a check or cash when I see you? Would you like to send me a check? You can make the check out to [your name] or Gulf Coast Catholic Men's Conference. My address is [your address]. I will get your ticket to you.

We will get back to you regarding car pool or bus arrangements shortly.

Thanks so much for joining us this year! It will be a great day!

God bless you and your family! Good bye!

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### IF NO:

[Listen carefully to their objection or obstacle and then select one of these responses to help him overcome **fear** - adapt to your personal experience. Use the **Feel – Felt – Found** approach.]

So you have a busy schedule?

I KNOW THE WAY YOU FEEL. I FELT THE SAME WAY BUT WHAT I FOUND IS THAT I CAME/GUYS COME FOR A HALF DAY AND STILL GET A LOT OUT OF IT.

So you don't have time?

I KNOW THE WAY YOU FEEL. I FELT THE SAME WAY BUT WHAT I FOUND IS THAT I DESPARATELY NEEDED TO TAKE A LITTLE TIME TO WORK ON BEING A BETTER MAN, HUSBAND, AND FATHER. IT TURNED OUT TO BE THE BEST USE OF MY TIME!

So you've been there, done that?

I KNOW THE WAY YOUR FEEL. I FELT THE SAME WAY BUT WHAT I FOUND IS THE CONFERENCE IS NEVER THE SAME AND I AM NEVER IN THE SAME PLACE IN MY SPIRITUAL JOURNEY. THERE IS ALWAYS SOMETHING THAT REALLY HELPS ME.

So it's not your thing?

I KNOW THE WAY YOU FEEL. I FELT THE SAME WAY BUT WHAT I FOUND IS THAT I WAS SO GLAD THAT I GAVE IT A SHOT – I DIDN'T KNOW WHAT I DIDN'T KNOW.

So you don't like a speaker?

I KNOW THE WAY YOU FEEL. I FELT THE SAME WAY BUT WHAT I FOUND IS THAT EVEN THOUGH ONE SPEAKER DID'NT DO IT FOR ME, OTHER SPEAKERS THAT DAY STRUCK ME IN A PROFOUND WAY. I WAS SURPRISED. ALSO, I FOUND OUT THAT THE CONFERENCE IS SO MUCH MORE THAN JUST THE SPEAKERS.

So your wife won't let you go?

I KNOW THE WAY YOU FEEL. I FELT THE SAME WAY BUT WHAT I FOUND IS THAT AFTER I CAME BACK HOME THAT FIRST YEAR, SHE TOLD ME THAT THE CONFERENCE WAS JUST WHAT I NEEDED. NOW MY WIFE MAKES ME GO EVERY YEAR.

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### VOICE MAIL

Hello, [his name], my name is [your name] calling from [your parish].

I am calling to personally invite you to the upcoming Gulf Coast Catholic Men's Conference on Saturday, February 29. Just like last year, we have a great group of guys here at our parish that is coming together to build strong friendships and we would like you to join us!

It is going to be a fantastic day again this year with great speakers! The day will be packed! They feed us pretty good with coffee and donuts along with lunch and drinks.

I have a ticket with your name on it right here! Can I mark you down [again] this year?

Please call me as soon as you can at [your phone number].

Thanks and God bless!