

Hello, my name is _____ and I am calling from the Dow High Band/Choir/Orchestra. Our records show that you have previously purchased fruit during our annual Fruit Sale. I'm excited to let you know that we are selling fruit again this year! We have full and half cases of both premium quality navel oranges and pink grapefruit available. Pick up dates will be January 29th, 30th and 31st at Dow High School. I was wondering if you would be interested in placing an order again this year and supporting Dow High Music?

Yes!

1. Let customers know that all orders & donations are being done online with credit card payment
2. Direct them to the website: **dowhighfruit.org**
3. Let them know that it's a very easy process to order and that they will get an email confirmation which will include pick up information once an order is placed
4. Give them your name again and ask that they provide it when placing their online order so that you get credit for the sale (**Spell your name if needed**)
5. Thank them for their support of Dow High Music!

No, thanks -

Thank the customer for their past support of Dow High Music!

No answer -

1. **Leave a message** using a shortened version of the script above or hang up and send a text message with a shortened version of above.
2. Ask them to visit **dowhighfruit.org** to place their order online
3. Give them your name again (**SPELL YOUR NAME**) and ask that they provide it when placing their online order
4. Thank the customer for their past support of Dow High Music!

FYI:

Prices are:

Oranges – Full case \$32 (40 oranges), Half case \$16 (20 oranges)

Grapefruit – Full case \$34 (20 grapefruit) , Half case \$17 (10 grapefruit)

Oranges are navel oranges from California

Grapefruit come from Florida or Texas and are a red or pink variety

Fruit Sale phone number is **989-492-0062** and can be provided to customers if needed for questions or help with placing their order.

PLEASE MARK CUSTOMER DATA SHEETS AS FOLLOWS SO THEY ARE NOT CALLED AGAIN!

Put your name at the top of the page and your initials next to abbreviations.

LM - Left message

SP - Spoke to person

NA - No Answer/no message left