

## Thankathon Script

Hello (First Name).

My name is (First/Last Name)

I am a board member with (Organization Name). I'm calling to personally thank you for the gift you made to (Organization Name) on (Last Gift Date). Your generosity has been very important to our ability to fulfill our mission and we truly appreciate your support.

*If speaking with donor on phone, ask:*

We love to learn more about what motivates our donors to give. Can I share with other board members more about what motivated this gift?

*Wait for and record response.*

Your generosity is inspiring! We are so grateful you are part of our community.

We couldn't do this without you. Thank you.