

SAMPLE DONOR THANK YOU CALL

Hello, my name is XX. May I speak with XX?

[once you're connected to the correct person]

Hi, my name is XX, and I am a board member at XX. I am simply calling to thank you for contributing to XX this year.

Having been on the board for XX years, I am privileged to see (provide a summary of your organization's mission).

You have made possible [provide summary of impact this year] and on behalf of everybody at XX, I want to personally express my appreciation for making our work possible.

If they seem receptive to a short conversation, ask how they first came to know XX. You may also share your personal story of how you became connected to XX.

If you are ever interested to seeing our work firsthand, please let me know.

Thank you for your continued support of XX.

Voicemail

Hi, my name is XX, and I am a Board member of XX.

I am calling to thank you for contributing to XX this year. You have enabled us to [provide summary of impact this year] and on behalf of everybody at XX, I want to personally express my appreciation for making our work possible.

Having served on the board for XX years, I am privileged to see (provide a summary of your organization's mission). We couldn't do any of our work without donors like you.

If you are interested in learning more about XX, please feel free to reach out to STAFF NAME, at PHONE or EMAIL, and he/she will be happy to help you.

In the meantime, thank you for your continued support of XX.