GENERAL ALUMNI CALL SCRIPT #2
-STEVENS FUND FOCUS-

Introduction:

Hi, may I speak with [alumni name] please?

Hello, this is ______________, your classmate from Stevens Institute of Technology Class of [class year]. This year, I am serving as a Class Representative for our class and wanted to contact you to ask for your annual support of the Stevens Fund.

Importance of Unrestricted Gifts:

Unrestricted gifts are crucial to the Stevens ongoing excellence because they can be used wherever they are needed most—for scholarship and financial aid programs, research initiatives and campus improvements.

Our gifts provide a great opportunity to express our appreciation for the superior education we received at Stevens Institute of Technology and to provide current and future Stevens students with the same opportunity.

Would you consider a gift of $________? (amount higher than their usual gift/pledge).

Thank You With Commitment:

Thank you very much for your generous support of Stevens by making an annual gift. There are a variety of ways we can process your gift:

• You may send a check to the The Stevens Fund at:
  Stevens Institute of Technology
  Castle Point on Hudson
  Hoboken, NJ 07030
• You may make your gift online at www.stevens.edu/makeagift.
• You may call (201) 216–5241 to make a credit card gift over the phone.

Thank you again for your support of our alma mater and the students it serves.

Thank You Without Commitment:

Thank you very much for your time and for considering my request of support for [designation]. It was great speaking with you. I will follow-up with you again soon. Please let me know if there is any additional information I can provide you.

*If person is not there leave a message: Hi, my name is ______________. I am calling on behalf of Stevens Institute of Technology. Tonight we were calling fellow alumni to ask for their support in raising the alumni giving participation level. We are sorry we missed you and hope that you may consider helping us reach this goal. Any questions please call the Office of Development at 201-216-XXXX.