

Connecticut Catholic Men's Conference

Saint Paul's HS, Bristol CT

October 20, 2018

Telephone call suggestions.

Unless you are familiar with making unsolicited phone calls even the thought can be a bit scary. However, experience tells us men usually are flattered when they realize someone is honestly trying to help them and their families. The three most important tips for this type of phone conversation are: **Sincerity, Sincerity, Sincerity!** If the man you are speaking with realizes you're calling to help him the likelihood he will come is greatly increased. Before each phone call say a short prayer and ask Our Lady to guide your words. Two things will happen when calling. Either you will reach the person or you will leave a message on their answering machine. Here are examples for each.

You reach the person you are calling:

Is this Jim O'Brien? This is John Smith from St. John's parish. I'm what they call the parish captain for the upcoming Connecticut Catholic Men's Conference on October 20th. I'm calling to encourage you to join me and other men from our parish at this great yearly event put on just for men. (pause) Jim, have you heard of the event or have you attended one in the past? (let him speak.. The best sales technique is to let the person sell themselves. If he is aware of the conference and has positive things to say let him do the talking. At the end of his talk simply say you'll put his name down on your list as coming). If he knows nothing about the event tell him in your own words what you got out of last year's conference or a previous conference. It's not time for telling him your past sins but it would be okay to say you heard some wonderful speakers which have influenced some of your personal and family decisions this past year. Mention it was a fun day and you laughed a lot. Mention you had the opportunity to be around hundreds of other men. If there was one significant event at one of the conferences and you can tell the story briefly and sincerely do it. Be positive, smile (some people even have a mirror nearby). Before asking if he will attend ask if he has a name or two of other men you should call. Ask if it's okay to mention his name and say he will be attending. Say you will put his name down. Tell him how to register or get his email and send him info and a thank him. End by saying you hope the two of you

can get to know each other better and look forward to sharing the day with him and the other men from your parish.

Answering machine:

“This message is for Jim O’Brien. Jim this is John Smith from St. John’s Parish. I’m calling all the men of the parish to encourage them to join me and other men at the Connecticut Catholic Men’s Conference which will be held Saturday, October 20 at St. Paul’s High School in Bristol. Jim I’d like to tell you a little bit about the conference and what I got out of last year’s event. My telephone number is 123 - 456 - 7890 (give number at same pace one would copy the number...GO SLOW). Information about the event will be in our parish bulletin Jim however I love to tell you what I got out of it. Give me a call. Once again my name is John Smith and my telephone number is 123-456-7890. Thanks Jim I look forward to speaking with you. God bless.