**CAAAV KARAOKE BATTLE 2017 PHONEBANK SCRIPT: YOU CAN DO IT!**

**FRIEND: BUILD RAPPORT, DISCOVER SELF-INTEREST .**

Hey (insert person’s name)! How are you? (Listen and respond accordingly). Right now I wanted to talk with you about something that’s really important to me that I hope you can support. Do you have a couple minutes?

* If NO: Is there a better time I can call you back?
* If YES: Awesome! I’m volunteering my time to fundraise for CAAAV Organizing Asian Communities, a grassroots organization developing the leadership of Asian immigrants for social change. Have you heard of them?

**(Listen and clarify what CAAAV does if needed:** “CAAAV’s mission is to build power in low-income Asian communities to tackle urgent issues like gentrification, affordable housing, and language access for immigrants and youth.

**ACTIVIST: MOTIVATE, REINFORCE URGENCY .**

This May, CAAAV is hosting its Karaoke Battle fundraiser where supporters fundraise then dress up and compete in a Karaoke competition for prizes. It’s fun and for a good cause.

I thought about reaching out to you because…(share why they’d make a great supporter).

**Can I share with you why I care about CAAAV and if my message resonates with you- ask for you to join me in supporting them?**

I care about CAAAV because…(share motivations for supporting CAAAV)

Does addressing (motivation you just talked about) resonate with your values too?

* If NO: If you don’t mind, can I ask why. (Listen and share why you think they should care)
* If YES: **Why?** (Listen, thank for sharing, and respond accordingly)

**BANKER: CLEAR, CONFIDENT SPECIFIC .**

CAAAV is grassroots, which means they’re able to advocate for social change thanks to support from community members like you or me.Especially at this time that (insert prominent issue), I feel it’s even more important to support their hard work.

So what do you say, **can you join me in donating (insert fundraising ask) towards racial and economic justice?**

* If YES: Awesome! Thank you so much. Your donation ensures CAAAV’s members who are immigrants and youth are well-equipped with the tools to win systemic change.
* If NO: (Empathize with the person’s reservations) Is there another amount you can contribute that’s meaningful to you?
* If NO AGAIN: (Empathize with the person’s reservations) I understand that you can’t give right now. That’s totally real and I really appreciate you talking with me. If you want to follow CAAAV and what they’re up to you can follow them on social media or sign up for their newsletter. Anyone can be a supporter!

To donate, you can go to (share to get to your page).

* Are you near a computer right now? (Send them the web link to webpage, if possible).

Thanks so much for hearing me out. I’m glad we got to connect on the issues that matter to us and support a transformative organization like CAAAV. I hope you know your time and action means a lot to me!