## Sample Phone Script to New Members

Hello, my name is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and I am a member of the Membership Committee of the (STATE) Association of Nutrition & Foodservice Professionals. I would like to take this opportunity to welcome you to ANFP!

We want to make sure you get the most out of your membership. Do you have a few moments for me to explain some of the things we are doing and ask you a few questions?

YES NO

***(If no)*** Well, you should have a received a new member email. If you have any questions, my phone number is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ - please feel free to call me!

***(If yes)*** First let me tell you that the (STATE) ANFP has approximately 100 members. We hold two meetings each year – one in the spring and one in the fall. The next meeting is set for (DATE) in (LOCATION). These meetings provide not only an opportunity to learn the newest trends in food service management, but also the chance to meet and network with people with similar interests! We also have a state newsletter that comes out four times per year, giving you an update of what’s happening in ANFP.

Would you mind telling me some of the reasons you joined ANFP and your expectations of the organization?

Reasons for joining: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Expectations of ANFP: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

We will make every effort to make sure your expectations are met. One way you can increase your benefits of being a member is to get involved.

**Mentors/New Member Advisors**

Optional: We also mentors/new member advisors to our new members Are you inrested in taking advantage of this opportunity?

**(If yes)** Great! I’ll give your name to [Chapter leader contact] who will provide you more information and the next steps to begin working with a mentor.

**(If no)** If you should change your mind, pleae feel free to contact us at anytime.

You can also volunteer with the chapter which gives you the opportunity to grow both personally and professionally. Are you interested in volunteering for ANFP in your area or at the state level? YES NO

***(If yes)*** In what way would you like to serve *(explain some of the volunteer opportunities if necessary)* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

***(If no)*** Well, we hope you will keep this option open and after attending some of the meetings, you will want to get involved!

If you have any questions about ANFP, please feel free to give me a call at \_\_\_\_\_\_\_\_\_\_\_\_\_. Thank you and enjoy your ANFP membership!