

PHONATHON: Effective Fulfillment Strategies

Thursday, December 4 – 1:00 p.m. – 2:00 p.m. Central

Presented by Jason Fisher

DESCRIPTION:

Getting the pledge is only half the objective. The other half is getting the gift returned. The focus of this web seminar will be to highlight areas of responsibility that each key player in the phonathon has to improve pledge fulfillment. These include caller negotiation skills and administrative tasks, supervisor responsibilities, pledge verification, management strategies, and more. Reminder timelines, pledge fulfillment pieces, credit cards, and other important areas will be discussed.

COST: \$99