

FOR PHONE CALL:

When the business answers the phone:

Hi! My name is [Name] and I am a volunteer for Penn State's Dance Marathon. I was wondering if I could speak to a manager about gift-card donations?

If yes:

Great, thank you so much!

When the manager answers:

Hi! My name is [Name] I am a volunteer for Penn State's Dance Marathon, more commonly known as THON. We work throughout the year to ensure that THON can donate as much money as possible to children fighting cancer by seeking assistance from donors so that we are able to minimize our internal costs that we have throughout the year. I am calling to ask if you would be willing to donate a gift card to THON? Your donation will be used for things we need through the year that we are unable to acquire as an in-kind donation.

If yes:

***If they ask how much they should donate, we generally suggest \$25!

***If they ask you to come into the store to talk about it, please do so! Just wear any kind of THON attire.

Thank you so much for your generosity!

- Do you know what your company would be willing to donate right now?
- What day would be best for me to come pick up the gift card?
 - Make sure you get a specific date, time, location and person to contact when you arrive (phone number or person to ask for)
- Do you have any questions for me or is there any information I can provide you to make this experience better?
- Then confirm ALL of the information they gave you!
 - Time, Date, Location
 - Phone number/name of person to contact when you arrive
 - Information about the amount of the gift card if they told you!
- Thank them again

If no:

Thank you so much for your time! Have a nice day!

FOR EMAILS:

Hi [Donor Name],

My name is [Name] and I am a volunteer for Penn State's THON, a year-long effort to conquer childhood cancer that culminates in a 46 hour no-sleeping, no-sitting dance marathon. THON is the largest student-run philanthropy in the world, and since 1977, has raised over \$236 million for our sole beneficiary: Four Diamonds at Penn State Health Children's Hospital. Our mission is to provide emotional and financial support to the children and families impacted by childhood cancer.

I am emailing to ask if you would be willing to donate a gift card to THON. Your donation will be used to minimize THON's internal costs by eliminating money spent on items that we were not able to acquire through in-kind donations. In turn, this provides funding for critical research and treatment For The Kids®.

If you would like to donate or have any questions at all, please feel free to reach out to me by phone at [Phone Number] or email at [Email]. I would like to extend an enormous thank you on behalf of myself and THON for your time and consideration.

For The Kids®,
[Name]

If you have any questions about the Gift Card Initiative, please reach out to gci@thon.org.
Thank you for your continued support!