

SAMPLE SCRIPT FOR HOUSE PARTY ASK

Thank you Michael for that thoughtful and compelling presentation. As you can all see, Solar Electric Light Fund has a number of ambitious goals for 2004—fostering scientific research and protecting endangered species in Brazil; improving health care clinics in the Solomon Islands of the South Pacific; providing individual solar home systems for a remote village in war-torn Sri Lanka and more. To be successful the Solar Electric Light Fund needs you to give generously to these campaigns. Tonight, our goal is to raise \$2,500—enough money, for instance, to properly light health clinics in the Solomon Islands for three months. Moreover, you have a great opportunity to double your investment because I've decided to make a challenge gift of \$2,500. This means your dollars will go twice the distance tonight.

In order to meet tonight's goal, I need all of you to stretch beyond what you thought you'd contribute. If you came here tonight thinking that you would make a gift of \$50, I'd like you to consider doubling your investment with a \$100 donation. If \$100 is what you had in mind, please consider stretching your gift to \$250. If you are in a position to make a gift of \$250 or more, please do so. All gifts this evening will be enormously appreciated. Please note that the Solar Electric Light Fund accepts both cash and credit card gifts. You can also pledge your gift over time or make a gift of appreciated stock. Please speak to either Michael or myself directly if you wish to take advantage of these latter two options.

I want us all to take a few minutes right now to contemplate our gifts. The baskets that are presently circulating contain both envelopes for you to enclose your gift and gift response forms. I'd ask that you remain seated for just a few more minutes so that I can tell you about two additional ways that you can help us.

Additional Ways to Help

Very quickly, there are two additional ways that you can help. If you know others who would be interested in supporting SELF's work, please provide us with those names by filling out the Friends and Family forms available on the table by the front door. Also, if you'd be willing to host a house party just like this one—and believe me it wasn't that hard—please speak to Michael. SELF is always looking for host recruits.