

How to Call Potential Sponsors

Things to remember

1. Be friendly and polite, try to build a relationship
2. They are taking time out of their day to talk to you
3. Be concise, go into detail only if asked
4. If you don't know the answer, just say so
5. NEVER HANG UP IN THE MIDDLE it is not only extremely unprofessional but also disrespectful.

Quick Cheat Sheet

- Teaching students the importance of STEAM (Science, Technology, Engineering, Art, and Mathematics)
- Students learn about Computer Aided Design, Programming, Machine operation, and basic Marketing and Media skills.
- We get six weeks to design and build a robot to compete against other teams
- Michigan is one of the most competitive states
- Our official Season begins in January when build season begins, but our team starts meeting in September to train and fundraise.
- Robotics helps student to find opportunities such as internships, jobs, and scholarships in the future.
- Our team has been around _____ years.
- It costs us _____ to fund our robotics program for one year.

Contact info:

Team contact number:

Team Email:

Team Address:

Sample Phone Script:

“Hello, my name is _____, I am a member of the _____ Robotics team from _____, I was wondering if you have time to talk about a potential sponsorship opportunity?”

<p>If Yes.....</p> <ul style="list-style-type: none">● “In order to be successful we need to partner with companies such as yours.● By giving a tax deductible donation you can help students learn skills in engineering, programming, marketing, and media.● We have sponsorship tiers based on the amount you choose to donate. Would you like me to read them to you?● If you would like I can email you this information so you have time to think about it	<p>If no....</p> <p>“Is there a better time to call you or an email address that I could reach you at? Thank you, have a great day”</p>
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What to say on a Voice Mail:

Hi, My name is _____ I am calling on behalf of the _____ Robotics team. I am looking to discuss a sponsor opportunity with you. Our team is looking for companies to help us promote student involvement in STEAM at our school. We are also interested in advertising your company as our sponsor. Please feel free to check out our website irongiants.org. For more information you can call me back at _____. Thank you for your time, have a great day!