

Step 3: Invite

- **A.** Ask your pastor to attend the In-Person Walk as an honored guest and tell your church he will be attending.
- **B.** Recruit veteran Pledge Raising Walkers (see your Former Walker List and sample <u>Email</u> and <u>Phone Scripts</u>).
- **C.** Create a list of potential new Walkers (see <u>Potential New Pledge-Raising Walker Sheet</u>).
- **D.** Connect with everyone on your list as personally as possible. In-person or over the phone is the best!
- **E.** Follow-up with all Pledge-Raising Walkers.
 - a. Coach your Walkers to set fundraising goals consistent with your overall church goal (Example: If your church goal is to raise funds to serve 20 women, recruit 20 Walkers with walk pledge goals to raise enough to serve one woman at \$570).
 - b. Encourage your Walkers to register online at CompassCareWalk.com and join your Church Team.
 - c. Help your Walkers personalize their page with a profile picture and share why they are passionate about sparing women and children from abortion through CompassCare.
 - d. Give your Walkers confidence asking family and friends to join them in providing services to women to save their babies (see sample script on page 5).
 - e. Follow up with your Walkers at regular intervals to update, coach, and encourage them! Share recent patient stories, send them CompassCare's most recent social media posts, and cheer them on as they approach their goal.