

Role-Play Script

Scheduling an Appointment With a Prospect

Three Players

- Steering committee member
- Prospect
- Observer

Steering committee member: Hello _____, this is _____. Would it be possible for you and me to get together next Tuesday evening around 7 P.M. at your house to discuss something of importance to the youth in our community?

Prospect: Well _____, Tuesday will not work for me because of _____, but how about Wednesday at 8 P.M., if this is really important.

Steering committee member: Wednesday at 8 P.M. fits my schedule, and I will be bringing a couple of friends along.

Prospect: Wow! This sounds serious. What's up?

Steering committee member: Well, I really cannot go into it right now, but yes, it is important—in a positive way—and it involves the youth of our community. I promise you'll enjoy the discussion. It will not take too long to explain it to you in person.

Prospect: Well, OK.

Steering committee member: Great, see you Wednesday at 8 P.M.

Rotate the role-play and feel free to vary your responses; this is only a guide. The observer is free to comment on the phone call with helpful suggestions.

Prospect Profiles

Prospect Profile 1

Fred Smith is an elementary school principal. He is married and has a son (age 14), who is a Star Scout in the troop, and a daughter (age 16). Fred is approximately 50 years old, has lived in the community for 30 years, and is well-known and respected by his fellow citizens. Fred is an avid fly-fisherman and enjoys singing in the church choir.

Prospect Profile 2

Mary Jones is a single mother with three children—two sons (a 9-year-old Cub Scout and an 11-year-old who is a Tenderfoot Scout in the troop) and a daughter. She works at the local bakery and on weekends takes care of her elderly mother. Mary has served as a den leader for two years and is the only fully uniformed adult in her pack. Mary never had the opportunity to complete high school, so finding adequate paying work is always a challenge for her. In spite of all the demands on her time, she still is active in the PTA, church, Scouts, and MADD. Mary is outgoing, cheerful, and fun to work with.

Prospect Profile 3

George Green is the local branch manager for a large regional bank. He is 35, single, and a college graduate. George has been with the bank for only 6 months, having moved to the area from New York. George recently joined the Rotary Club that sponsors your troop, and his bank sponsors a local Little League baseball team. George was never a Scout and has no Scouting experience.

Prospect Profile 4

Julie Hannock has a son in the troop and serves as a member of the troop committee. Occasionally, Julie will go on troop camping trips, but she mostly helps out with troop advancement and fund-raisers. Julie's career requires her to travel a great deal, so attending troop meetings consistently is difficult. Julie is a friendly person and always greets people with a smile. Julie has volunteered to serve as a merit badge counselor for Disabilities Awareness and Computers.

Prospect Profile 5

John Crankshaft is a retired auto mechanic with 15 grandchildren, two of whom are in the troop. When he was younger, he was active in the local Scouting program, even serving as a Scoutmaster for two years. Currently, John helps at the local food bank and with a tutoring program. He contributes annually to the district Friends of Scouting campaign, but he has no other affiliation with Scouting.