

### ***Sample Script***

- Hello, this is (your name). I'm an alum of Baldwin-Wallace College.
- How are you this evening? / How are you today? / How is your day going?
- The admission office has informed me that you have been admitted to B-W. Congratulations!
- Are there any questions that I might be able to answer regarding B-W?
- Have you visited campus recently?
- I see you're interested in majoring in \_\_\_\_\_. I majored in \_\_\_\_\_ at B-W or I know this about \_\_\_\_\_ major.
- It's been a pleasure talking with you this evening. Before we're finished, do you have any other questions about Baldwin-Wallace College?
- I'm very happy that you are interested in attending Baldwin-Wallace College and I hope that our conversation has been helpful.
- Thank you for your time this evening.

### ***Contact Program Recommendations***

#### **Do...**

Share your experience

Be enthusiastic and friendly

Offer to have an admission counselor call to answer further questions if necessary

#### **Don't...**

Discuss financial aid – refer the student to the Office of Financial Aid

Discredit other colleges