

Short version:

Instead of the longer "script" below, here's what I've been doing and it has been extremely effective. I still take the print outs with me if I need to back what I'm saying, but only one person wanted to know more.

I walk in with a collection box in my hand and ask to see the Manager.

Hi, my name is _____ and I'm a local business owner.

I'm working on a project with local businesses to feed children.

All I'm asking is if you will allow me to put this collection box by the cash register so your customers can donate their change to help feed these children.

Would you like to participate?

That's it. 95% have said YES! Then I tell them that I will come by in a week or 2 to collect. I have my business card on the back of the box and show them that if they need to contact me, my information is there.

Longer version:

Hi, could I speak with the owner or manager? (or decision maker?)

Hi, what is your name? (shake their hand)

My name is _____ and I am a local business owner in the area and I am working on a project. What I am doing is building a network and its purpose is to help feed starving children.

I don't know if you are aware of it or not but a child dies of hunger every 6 seconds. I am with an 11 year old health and wellness company called XANGO and they have come up with a meal pack for starving children.

When someone is starving, they can't eat regular food. This mealpack is like a porridge that you just add water to that has the necessary nutrients that takes them from starving to being able to eat regular food. XANGO makes the meal pack and a company called AmeriCares which has been around since 1982 guarantees delivery.

What we do is leave these collection boxes at businesses and they put them by the cash register and when people have extra change, they just put it in the box. Then I come by every two weeks to collect. I pool the money together and purchase the meal packs and then the next time I collect I will bring in the receipts so you can see how many we have been able to deliver.

Would you be able to help out?