

# ATTACHMENT A

## DPSF SCRIPTS

## DISABLED POLICE & SHERIFFS FOUNDATION

### GREETING

Hello (First Name)? This is (Your Name) calling for the "DISABLED POLICE & SHERIFFS FOUNDATION". Hope you're doing well today listen real quick...

### PRESENTATION

(First Name) I called because the Disabled Police and Sheriffs Foundation is holding their public fundraiser. Every day, brave men and women protect our streets, and I'm sure you've seen the news recently that officer fatalities have dramatically increased nationwide. The programs support injured officers and those KILLED in the line of duty with survivor assistance along with one of the nation's most advanced safety training programs.

As a compensated fundraiser with CRF, we're calling in the hopes that we can count on your one-time tax deductible donation for the drive.

The Top "Boosters" are 100, 75, 50 or 35. Can you help with one of these?

(IF TOO MUCH)

No problem, we also have smaller boosters which are 30, 25 or 20. Your support is greatly appreciated and truly needed. Can you help with one of these boosters?

(IF STILL TOO MUCH)

That's okay; we have our Friend Booster for 15 dollars so everyone can get involved. It would still go a long way to help out. Can we count on your support with a Friend Booster for 15?

### CONFIRM THE AMOUNT

Great, **THANK YOU** So Much Mr./Mrs. \_\_\_\_\_, is that \$\_\_\_\_\_ definitely comfortable for you? (wait for confirmation)

Okay, what I'm going to do is get a VERIFIER for you. They're going to verify your commitment, as well as name and address. Hold on just a second, okay?

(raise your hand and snap your finger - - get the verifier's attention to take the call)

### CAN YOU MAIL ME SOMETHING / I DON'T DO ANYTHING OVER THE PHONE

THE WAY IT WORKS IS, WE DO HAVE THE OFFICIAL RECEIPT ALONG WITH A THANK-YOU LETTER FROM THE DIRECTOR AND A RETURN ADDRESSED ENVELOPE FOR YOU TO RETURN YOUR CHECK. WE ASK THAT YOU WRITE "FOR DEPOSIT ONLY" ON THE BACK OF YOUR CHECK, THIS WAY YOU KNOW EXACTLY WHERE THE MONEY IS GOING. SO CAN WE COUNT YOU IN FOR THE \$\_\_\_ PLEDGE??

### ALL OTHER REASONS WHY THEY CAN'T HELP

I UNDERSTAND HOW YOU FEEL; WE HAVE A SPECIAL SPOT SET ASIDE FOR PEOPLE IN YOUR POSITION IT'S CALLED THE FRIEND SPONSOR. IT'S ONLY \$\_\_\_ BUT IT REALLY GOES A LONG WAY TO HELP OUT. CAN WE COUNT YOU IN FOR THAT?

## QUESTIONS AND ANSWERS FOR THE DISABLED POLICE AND SHERIFFS FOUNDATION

IF YOU DON'T FIND THE ANSWER TO A QUESTION ON THIS LIST DO NOT MAKE ANYTHING UP! TELL THE CUSTOMER THAT THEY CAN FEEL FREE TO CALL 866-921-7672.

**Q. WHAT IS THE DISABLED POLICE AND SHERIFFS FOUNDATION?**

A. THE DISABLED POLICE AND SHERIFFS FOUNDATION IS A NON-PROFIT CHARITABLE CORPORATION, THAT WAS FORMED TO PROVIDE ASSISTANCE TO LAW ENFORCEMENT OFFICERS BY PROVIDING LIFE SAVING TRAINING, FINANCIAL ASSISTANCE FOR THE INJURED AND SURVIVOR ASSISTANCE FOR THE FAMILIES OF OFFICERS KILLED IN THE LINE OF DUTY.

**Q. IS THIS TAX DEDUCTIBLE?**

A. YES. YOUR DONATION IS FULLY TAX-DEDUCTIBLE AS A CHARITABLE CONTRIBUTION UNDER IRS CODE, SECTION 501 C(3).

**Q. ARE YOU AN OFFICER?**

A. NO, I WORK FOR A PROFESSIONAL FUNDRAISING COMPANY WHICH HAS BEEN CONTRACTED BY THE DISABLED POLICE AND SHERIFFS FOUNDATION.

**Q. WHAT PERCENTAGE DOES THE DISABLED POLICE AND SHERIFFS FOUNDATION RECEIVE?**

A. AFTER ALL THE NECESSARY EXPENSES LIKE THE RENT, PHONE BILLS, ELECTRICITY, POSTAGE AND PRINTING, BROCHURES AND INVOICES . . . THE DISABLED POLICE AND SHERIFFS FOUNDATION RECEIVES 12%. IT'S A NUMBER WE'RE VERY PROUD OF.

**BACK TO SCRIPT**

**Q. WHERE IS THE DISABLED POLICE AND SHERIFFS FOUNDATION LOCATED?**

A. THE DISABLED POLICE AND SHERIFFS FOUNDATION IS HEADQUARTERED AT:  
14304 Hennick Road, Genevieve, MO 63670.

**Q. IS THERE A TELEPHONE # I CAN CALL FOR MORE INFORMATION?**

A. YES, YOU CAN CALL 866-921-7672.

**Q. IS THERE A WEBSITE I CAN GO TO FOR MORE INFORMATION?**

A. YOU CAN VISIT DISABLED POLICE AND SHERIFFS FOUNDATION ON THE WEB AT [www.helppolice.org](http://www.helppolice.org)

**Q. WHO IS THE EXECUTIVE DIRECTOR OF THE DISABLED POLICE AND SHERIFFS FOUNDATION?**

A. DAVID KENIK IS THE ORGANIZATIONS EXECUTIVE DIRECTOR

**Q. IS THIS A LOCAL PROGRAM?**

A. IT IS A NATIONWIDE PROGRAM.

**Q. WHERE ARE YOU LOCATED? WHAT IS THE NAME AND ADDRESS OF YOUR COMPANY?**

A. I WORK FOR CHARITABLE RESOURCE FOUNDATION, HEADQUARTERED AT 698 OLDFIELD COMMONS DR., GREENWOOD, IN 46142.

Initials: DK

## Disabled Police and Sheriffs Foundation

**HELLO** This is (CALLER'S FULL LEGAL NAME) a Paid Solicitor with Outreach Calling a Paid Professional Fundraiser calling for the Disabled Police and Sheriffs Foundation located in Ste. Genevieve, Missouri.

This call may be **Recorded** for quality control. The Disabled Police and Sheriffs Foundation is having their fundraiser. The Foundation provides specialized training for police officers to reduce on-the-job injuries and deaths and to assist officers that have been injured, disabled, or paralyzed. This drive also helps assist families of officers killed in the line of duty.

The Disabled Police and Sheriffs Foundation is hoping to count on your support in this fundraiser.

The top available donation levels are:

**\$80, \$60 or \$40**

Can the Disabled Police and Sheriffs Foundation count on you to be a sponsor with one of these levels?

(negative response)

Ok, there are other donations levels available, they are:

**\$30, \$25 or \$20**

Can the Disabled Police and Sheriffs Foundation count on you to be a sponsor with one of these levels?

(negative response)

Ok, there is one small level that you may be more comfortable with. It's **\$15**. Can you support the Disabled Police and Sheriffs Foundation with just **\$15**?

(positive response)

Ok, is that a comfortable amount for you to donate to the Disabled Police and Sheriffs Foundation?

(positive response)

OK thank you so much for your support. Please hold the line and a verifier will verify all your information.

Q. What percentage of my donation will go to Disabled Police and Sheriffs Foundation?

A. A minimum of 10% of gross proceeds will go to Disabled Police and Sheriffs Foundation.

## **RESPONSES TO FREQUENTLY ASKED QUESTIONS DISABLED POLICE AND SHERIFFS FOUNDATION**

IF A QUESTION IS NOT ON HERE PLEASE REFER THE CONSUMER TO THE CORRESPONDING  
"800" NUMBER (800) 342-0149.

**QUESTION: WHO IS THE DISABLED POLICE AND SHERIFFS FOUNDATION?**

**RESPONSE:** THE DISABLED POLICE AND SHERIFFS FOUNDATION IS A NON-PROFIT ORGANIZATION. THE GOAL OF THE ASSOCIATION IS TO HELP PREVENT OFFICER INJURIES AND DEATHS BY INCREASING LAW ENFORCEMENT OFFICER SAFETY AND EFFECTIVENESS THROUGH FREE AND LOW-COST ADVANCED EDUCATION AND TRAINING. IN ADDITION THE FOUNDATION PROVIDES ASSISTANCE TO DISABLED OFFICERS AND PROVIDES RELIEF TO FAMILIES OF OFFICERS KILLED IN THE LINE OF DUTY.

**QUESTION: ARE YOU AN OFFICER OF DISABLED POLICE AND SHERIFFS FOUNDATION?**

**RESPONSE:** NO, I WORK FOR OUTREACH CALLING A PROFESSIONAL FUNDRAISING COMPANY WHICH HAS BEEN CONTRACTED BY THE DISABLED POLICE AND SHERIFFS FOUNDATION?

**QUESTION: WHO IS THE HEAD OF THIS ORGANIZATION?**

**RESPONSE:** DAVID KENIK IS THE EXECUTIVE DIRECTOR.

**QUESTION: WHAT IS THE TAX STATUS OF THIS ORGANIZATION?**

**RESPONSE:** THE DISABLED POLICE AND SHERIFFS FOUNDATION IS DESIGNATED BY THE IRS AS A 501(C)(3) NON-PROFIT CHARITABLE ORGANIZATION. YOUR CONTRIBUTION MAY BE TAX DEDUCTIBLE, HOWEVER WE SUGGEST YOU CONSULT YOUR TAX PREPARER.

**QUESTION: WHERE IS THE DISABLED POLICE AND SHERIFFS FOUNDATION LOCATED?**

**RESPONSE:** THE DISABLED POLICE AND SHERIFFS FOUNDATION IS HEADQUARTERED IN ST. GENEVIEVE, MISSOURI.

**QUESTION: DO THEY HAVE A WEBSITE ADDRESS I CAN VISIT?**

**RESPONSE:** YOU CAN VISIT THE DISABLED POLICE AND SHERIFFS FOUNDATION ON THE WEB AT [www.helppolice.org](http://www.helppolice.org)

**QUESTION: HOW MUCH GOES TO DISABLED POLICE AND SHERIFFS FOUNDATION?**

**RESPONSE:** OUR INSTRUCTIONS ARE TO TELL EVERYONE A MINIMUM OF 10% GOES TO THE ORGANIZATION, HOWEVER PLEASE CALL THE TOLL FREE # WHICH IS 1-800-342-0149 FOR MORE INFORMATION.

**QUESTION: DOES THIS HELP LOCALLY?**

**RESPONSE:** THE MONEY RAISED DOES NOT GO TO ANY SPECIFIC POLICE DEPARTMENT. THE DISABLED POLICE AND SHERIFFS FOUNDATION IS A NATIONAL ORGANIZATION AND HELPS ALL LAW ENFORCEMENT OFFICERS NATIONWIDE.

**QUESTION: WHO DO YOU WORK FOR?**

**RESPONSE:** I WORK FOR OUTREACH CALLING HEADQUARTERED AT 200 SOUTH VIRGINIA ST. 8<sup>TH</sup> FLOOR, RENO, NV 89501. OR YOU CAN FIND US ON THE WEB AT [www.outreachcalling.com](http://www.outreachcalling.com).

HELLO This is (CALLER'S FULL LEGAL NAME) a Paid Solicitor with Outreach Calling a Paid Professional Fundraiser calling for the American Police and Sheriff's Association a special program of Disabled Police and Sheriffs Association located in St. Genevieve, Missouri.

This call may be **Recorded** for quality control. The American Police and Sheriff's Association is having their fundraiser. The goal is to make **advanced training** available for **police officers**; provide life saving equipment for under funded departments, as well as help provide **assistance to families of police officers killed in the line of duty**. Funds in part will be used for operations of the organization.

The American Police and Sheriff's Association is hoping to count on your support for the drive.

The top available donation levels are:

**\$80, \$60 or \$40**

Can the American Police and Sheriff's Association count on you to be a sponsor with one of these levels?

(negative response)

Ok, there are other donations levels available, they are:

**\$30, \$25 or \$20**

Can the American Police and Sheriff's Association count on you to be a sponsor with one of these levels?

(negative response)

Ok, there is one small level that you may be more comfortable with. It's **\$15**. Can you support the American Police and Sheriff's Association with just **\$15**?

(positive response)

Ok, is that a comfortable amount for you to donate to the American Police and Sheriff's Association?

(positive response)

OK thank you so much for your support. Please hold the line and a verifier will verify all your information.

Q. What percentage of my donation will go to American Police and Sheriff's Association?

A. A minimum of 10% of gross proceeds will go to American Police and Sheriff's Association.