

IINTRODUCTION:

Hi, how are you today? That's great!

My name is _____, this is not a sales call. I am a volunteer for the American Association for Lost Children a nonprofit organization. May I speak to the person in charge of your cell phone devices for your business?

DECISION MAKER:

Hi, how are you today? That's great to hear.

I understand that you're the person in charge of the cell phone devices for your business?

My name is _____. I am a volunteer for the American Association for Lost Children a nonprofit organization in partnership with Cell Funds, a cell phone recycling company. AAFLC has been around for 30 years helping missing and abducted American children. We are the only nonprofit organization in the world that does hands on rescues.

To help our nonprofit organization we are asking for any kind or condition cell phone devices donation that you may have laying around. INCLUDING WORKING, BROKEN, WATER DAMAGED AND EVEN LOCKED PHONES TO HELP OUR NON-PROFIT ORGANIZATION
GENERATE FUNDS THROUGH A CELL PHONE DONATION.

You will receive a tax credit for every device that you donate, including your broken devices.

We also offer a free Fed Ex shipping label and a free fed ex pick up fgor your generous cell phone donation.

So, _____ about how many cell phones can you donate to help our non-profit organization?

That's great, if you have 10 or more cell phones I can forward via email a new free Fed Ex shipping label.

WHAT EMAIL SHOULD I SEND YOUR LABEL OUT TO?

Please keep in mind that your pick up is free, I will go ahead and schedule your free Fed Ex pick up for _____.

You will be receiving via email your new fed ex shipping label very shortly and we will also schedule your new pick up.

I would like to thank you for your time and effort to help our nonprofit organization through your generous cell phone donation, once again thank you and have a great day!

CALL NOTES

N/A	Not Available
N/I	Not Interested
DISC	Disconnected
C/B	Call Back
V/M	Voice Mail
G/K	Gate Keeper
D/M	Decision Maker
L/M	Left Message

CELL PHONE ENVIRONMENT FACTS

ONE CELL PHONE CAN POLLUTE UP TO 132,000 LITERS OF WATER.

- If 500 MILLION UNUSED CELL PHONES (*The number currently in American households.*) ARE DUMPED IN OUR LANDFILLS, IT COULD POTENTIALLY LEAK 312,000 POUNDS OF LEAD INTO OUR UNDERGROUND WATER SYSTEMS.

- LAST YEAR, AMERICANS DISCARDED 100 MILLION CELL PHONES. LESS THAN 10% WERE RECYCLED.

- ACCORDING TO THE EPA, IF AMERICANS HAD RECYCLED THE 100 MILLION CELL PHONES DISCARDED LAST YEAR, WE WOULD HAVE SAVED ENOUGH ENERGY TO PROVIDE POWER TO 194,000 U.S. HOMES FOR A YEAR.

- UP TO 80% OF A CELLPHONE IS RECYCLABLE.

- THE AVERAGE HOUSEHOLD HAS 3 CELLPHONES COLLECTING DUST IN DRAWERS, CLOSETS, AND TOY BOXES.

- THE AVERAGE CELLPHONE USER CHANGES HIS HANDSET EVERY 12 to 18 MONTHS.

- THE IMPROPER DISPOSAL OF CELL PHONES IS A SERIOUS THREAT TO OUR ENVIRONMENT. EVERY CELL PHONE CONTAINS NO LESS THAN 8 HAZARDOUS MATERIALS INCLUDING ARSENIC, ANTIMONY, BERYLLIUM, CADMIUM, COPPER, LEAD, NICKEL AND ZINC.

- BURNING CELL PHONES IN AN INCINERATOR RELEASES CHEMICAL ASSOCIATED WITH REPRODUCTIVE COMPLICATIONS, CANCERS, AND DEVELOPMENTAL PROBLEMS, ESPECIALLY IN CHILDREN.

REBUTTALS

Q: I do not have any phones.

A: No worries, well our organization has 6 simple ways to help, including our neighborhood cell phone collection drive, our e-Cause campaign, and using our partner services on www.helpaaflc.org. I can send you some information on how to help, what email or fax should I send it to?

Q: What do you do with the phones?

A: The phones go to Cell Funds and are refurbished, resold in the US market or recycled by an EPA certified refinery in Northern California. **(Go to close)**

Q: Where do the funds go?

A: The funds that are provided to us by Cell Funds are distributed evenly between the numbers of services we have. Such to our investigations team, for travel, and rescues of missing children. **(Go to close)**

Q: I do not want to pay for shipping and handling!

A: We offer free shipping and handling for any donations of 10 or more phones. **(Go to close)**

Q: I do not have time to drop them off!

A: We will schedule a free pickup with FedEx for any of your donated cellphones. **(Go to close)**

Q: We donate our phones to another organization.

A: That's great, next time you have any phones to donate, you may donate a portion to our organization and still help out the other organization. **(Go to close)**

Q: We give our phones back to our provider.

A: No worries, our recycling partner Cell Funds will also purchase the cell phones from your company. **(Go to close)**