

## ***Role-Play Script No. 1: Contacting a Candidate***

### ***Three Players***

- ∞ Training chair
- ∞ Prospect
- ∞ Acquaintance of the prospect

**Training Chair:** Hi John, I am in the process of adding staff to my district training team for the next year, and I think you would be a great addition. Specifically, I think your experience in the district, your skill in front of a small group, and your Scouting skills would be a perfect fit for my needs, and I think you will find it very rewarding. What do you think—is it something that you might be interested in?

**Prospect:** Well, I don't know, how often would I have to do this and what kinds of sessions would I be doing?

**Training Chair:** What I am looking for is someone to help me do some outdoor skills training twice a year. We usually do it at Camp Jones in April and October. It is a two-day event.

**Prospect:** I haven't done this kind of thing. How would I prepare for it?

**Acquaintance:** John, remember how you helped me teach my troop how to use those new backpacking stoves we bought last year. This is the same thing, but this time it will be teaching adults so that they can teach their Scouts how to do it.

**Training Chair:** I am having a session to prepare for this so the training team members can get acquainted, walk through the syllabus, talk about the individual sessions, and determine if any further staff training is needed. I think your experience and Scout skills are sufficient to do the job. I have done this session myself several times and have always learned new things each time. I think you will find that it will be a positive experience. What do you think—can I count on you to give me a hand?

**Prospect:** OK, you convinced me. I will give it a try and see how it goes.

**Training Chair:** Good. I will get you the necessary information and add you to my e-mail list to receive all of the updates and schedule information. I will be talking with you more in the near future. I'm sure you will find this to be an enjoyable opportunity.

## ***Role-Play Script No. 2: Contacting a Candidate***

### ***Three Players***

- ∞ Training chair
- ∞ Prospect
- ∞ Acquaintance of the prospect

**Training Chair:** Hi John, I am in the process of adding staff to my district training team for the next year, and I think you would be a great addition. Specifically, I think your experience in the district, your skill in front of a small group, and your Scouting skills would be a perfect fit for my needs, and I think you will find it very rewarding. What do you think—is it something that you might be interested in?

**Prospect:** Well, I don't know, how often would I have to do this and what kinds of sessions would I be doing?

**Training Chair:** What I am looking for is someone to help me do some outdoor skills training twice a year. We usually do it at Camp Jones in April and October. It is a two-day event.

**Prospect:** I haven't done this kind of thing. How would I prepare for it?

**Acquaintance:** John, remember how you helped me teach my troop how to use those new backpacking stoves we bought last year. This is the same thing, but this time it will be teaching adults so that they can teach their Scouts how to do it.

**Training Chair:** I am having a session to prepare for this so the training team members can get acquainted, walk through the syllabus, talk about the individual sessions, and determine if any further staff training is needed. I think your experience and Scout skills are sufficient to do the job. I have done this session myself several times and have always learned new things each time. I think you will find that it will be a positive experience. What do you think—can I count on you to give me a hand?

**Prospect:** I really can't do it at this time due to my family, work, and other volunteer commitments.

**Training Chair:** OK. I understand your difficulties. Do you know anybody you could recommend? Would it be OK if I contact you again in the future?