

Caller Script:

1. Hello, my name is _____
2. I'm calling to tell you about the Student Centered 21st Century Napa Initiative, which is going to transform education as we know it, and help all our children become as successful and confident as possible with twenty first century skills they will need in the "real world."
3. If you haven't heard about SC21 Napa or how exciting it is as a grassroots initiative aimed at inviting citizens like you to re-engage in our local schools, then do I have a story for you, including what you can do to help. (Give a short explanation of SC21 Napa, using the short version brochure)

The SC21 Napa Goal:

To implement sixty-four SC21 classrooms by the year 2011 in Napa public High Schools. These classrooms will include Project-Based Learning, integrated curriculum, team teaching, and a 1:1 student to computer ratio! Our goal is to convert approximately half of the appropriate classrooms over the next four years – from the current 8 to 64 classrooms – so that *all* students get a substantial part of their education in SC21 learning environments, which duplicate real-world situations.

Our SC21 Outreach Goal:

To create a large community of supporters who can be the change agents for education right here in Napa, where New Technology High School was created 12 years ago. We invented the unique learning environment that has been very successful at New Tech High; this is our opportunity to expand on what has worked well in a small school environment and engage all our students at the two larger high schools, Napa and Vintage.

When **real people**, the **business community** and **visionaries** get together and decide that our young people's future is the most important thing we can support to make Napa and America strong, we can change education right here and now in Napa!

- SC21 can make a dramatic difference to student engagement and student performance – in real-world skills *and* in standardized tests
- To meet the challenge and attract major foundation funding, demonstrated community commitment is essential: (We have \$2M committed in the form of challenge grants: We need \$5M—the grassroots donations are vital in order to get the large, foundation donations)
- Give as much as you possibly can to truly educate our children for the twenty-first century and to strengthen our community – and encourage friends and neighbors to do the same.

Thank the person you called and wrap up - Request support through:

1. Hosting their own *i Coffee*: Discuss support that is provided for such events
2. Make 3 calls to their friends to discuss the benefits of supporting SC21 Napa
3. Go online (to www.sc21napa.org) and put their names on the Friends & Supporters list
4. Donate (via check or online www.sc21napa.org)