



Name: \_\_\_\_\_

Church or Ministry: \_\_\_\_\_

Checkout is a way of knowing when each aspect of your MTD training has been completed. Items are to be checked off by you upon completion. Don't wait until the end of this MTD training to complete this checkout. Do it as you go.

- Set up a donor management system \_\_\_\_\_
- Namestorm at least 100 names \_\_\_\_\_
- Write and memorize a sample First Contact phone call \_\_\_\_\_
- Practice First Contact phone conversation \_\_\_\_\_
- Practice different types of calls and responses \_\_\_\_\_
- Write and memorize the Body of your Presentation \_\_\_\_\_
- Practice the Body of your Presentation \_\_\_\_\_
- Practice your Financial Ask \_\_\_\_\_
- Practice handling various responses to your Financial Ask \_\_\_\_\_
- Write and memorize a statement for Getting Connected to Others \_\_\_\_\_
- Practice Getting Connected to Others \_\_\_\_\_
- Practice and memorize How to Start Giving options \_\_\_\_\_
- Write and memorize the Call Back for Decision \_\_\_\_\_
- Practice Call Back for Decision \_\_\_\_\_
- Practice your entire, finished presentation at least five times \_\_\_\_\_
- Set up at least three appointments for next week \_\_\_\_\_
- Complete your *MTD Goal Setting Worksheet* \_\_\_\_\_
- Complete your *Checkout Report* \_\_\_\_\_
- Complete all reading assignments \_\_\_\_\_

Staff member signature: \_\_\_\_\_ Date: \_\_\_\_\_

MTD Trainer: \_\_\_\_\_