**Xavier University of Louisiana**

**National Alumni Association Centennial Endowment Fund**

**Talking Points**

**Introduction**

* Good morning/afternoon/evening, this is (Name) calling from (Chapter Name). I am calling in regards to the National Alumni Association (NAA) Centennial Endowment Fund campaign. Is now a good time to connect?
* Thank you so much for your support of the Chapter and The NAA over the years.
* This year, we’re conducting a Centennial Fund campaign to raise $1, 000,000 by the university’s centennial year - 2025.
* The purpose of this campaign is to celebrate the 100 Anniversary of Xavier University of Louisiana.

**Explaining the NAA Centennial Fund**

* The endowment is in memory of Sister Monica Loughlin, SBS, ’69.
* As you know Sister Monica was not only a member of the Sister of the Blessed Sacrament. She was a part of the thread of Xavier University and like you and I - an Alum.
* Our intent is to get 200 Alum to make a $5,000 commitment to the National Alumni Centennial Endowment Fund.
* The fund will live as a testament to the Love and Support we as Alum have for Xavier.
* Funds raised will be used towards student scholarships for current students and generations to come.
* All contributors to the endowment will receive a commemorative pin and have their names placed on a plaque that will be displayed in a prominent place in the University Center.

**Request the Gift**

* We are asking you to join other friends, alumni, and donors in making a $5,000 gift to the Endowment over the next 5 years.
* There are many options for you to make your gift, including an online option or by contacting the Office of Alumni Relations at (504) 520-7575.
* Your gift can paid in full, annually, bi-annually, quarterly, monthly or weekly.
* Would you be willing to join us in this very important commitment?
* **Pause. Wait for a response. Respond accordingly. Answer Questions.**

**The Closing**

* I want to sincerely thank you for your generosity, and we appreciate your support.
* Is it alright if I email you some additional information about the alumni chapter and/or giving? (Verify the email.)
* Also, may I verify your mailing information?
* Thank you again for your ongoing support, and for your consideration!

Additional Information

Will this gift count as my annual?

**Annual gifts are gifts that allow the university to place funds in areas with the most need at a given time period.**

**This contribution is not considered part of your annual gift. Making designated contributions are designed to allow each donor to prescribe exactly how they want the gift used. The funds raised for Centennial Endowment Fund will be used towards student scholarships.**