

ZONE DIRECTOR LEAGUE CONTACT CHECKLIST

League Name:

NOTES:

1. INITIAL CONTACT

- Greeting: Good Morning/Afternoon, My name is _____ and I'm with Slo-Pitch Ontario. I'm calling today regarding your League.
- How are you today?
- Do you have a few minutes of time to talk about the 2019 SPO Program?
IF NO: When would be a better time for me to call you back? [Schedule a follow up call.]
IF YES: Thank you! How did the 2018 season go for you and the League?

2. LEAGUE INFORMATION

- Will you be the League Contact this season?
IF NO: Can I get the NAME and CONTACT INFORMATION for the person that will be?
[PLEASE GET: Name, Phone #, Email Address and any other information they can supply.]
- Are you familiar with all that SPO has to offer your League?
League Benefits:
 - Insurance – SPO has the most comprehensive insurance program available with NO DEDUCTIBLES paid by our Members on secondary accident and health claims, and full-time office staff to assist our Members with Claims.
 - The SPOrt Store (SPO's store) – League Director/Member Pricing + \$100 Credit for registering by April 15th
 - Register by April 15th to lock in last year's Rate of \$100 + HST per team
 - Handbooks (2 per League) and Scorebooks (1 per Team)
 - Invitations to the SPO Provincial Championships (1 per Team)
 - Kahunaverse Sports 5% Back SPOnsorship Program
 - Kahunaverse Sports Worth Ball Deal
 - FREE Game On Mobile League Management Program
 - Access for all registered League teams to all SPO Tournaments
 - Entry into Early Registration Prize Package Draws for Leagues that register by April 15th
- It looks like [*most/some/none*] of your League's teams registered online last year... Our goal is to continue with last year's goal to get people registered online to make it easier for everyone, especially the League.
Are you comfortable with registering your League with our online registration system?
IF NO: That's not a problem, how can I help you with that?
IF YES: Great! If you need any help with it at all, please do not hesitate to contact the office.

3. CLOSING

- League Meeting – If you are having a League Meeting and need an SPO Representative to attend, please let us know the date, location and time and we would be happy to attend.
 - Direct them to the Contact Us area on the website, using League Information in the subject line.
- Do you have any questions about Registration, or the 2019 season? **THANK THEM FOR THEIR TIME AND SUPPORT!**
- REMINDER: Once the League is registered and paid for, after March 1st, the SPO Office can issue a Certificate of Insurance, if needed, and the League Registration Package containing the Scorebooks, Handbooks and other information will be sent out by UPS to the address that they selected when registering.

COMMENTS, IF ANY: