**MAKE THE PITCH**

1. **Opening:** Make the connection...

2. **Persuading:** Describe the benefits...

3. **Closing:** Demonstrate how to sign up...
## Make the Pitch

### Opening: Make a connection...

“We both (or we all) have ongoing health problems. This workshop helped me and I think it could help you too.”

### Persuading: Describe the benefits...

“I got a lot out of the workshops. I learned how to be more independent, how to exercise safely, and how to use other techniques for staying active and healthy.”

### Closing: Demonstrate how to sign up...

- “Here is how to sign up for a workshop. What can I do to help you sign up and participate?”
- Hand out the ASMP or CDSMP Information and Workshop Schedule.