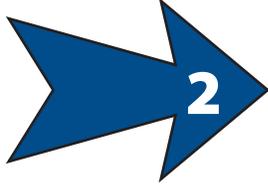


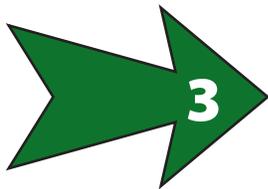
MAKE THE PITCH



Opening: Make the connection...

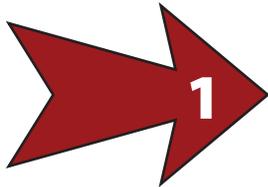


Persuading: Describe the benefits...

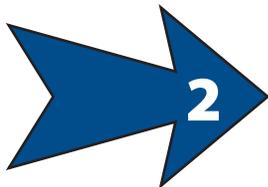


Closing: Demonstrate how to sign up...

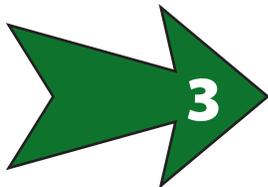
MAKE THE PITCH



Opening: Make the connection...

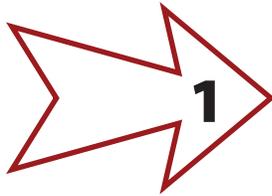


Persuading: Describe the benefits...



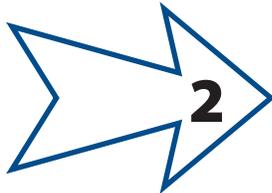
Closing: Demonstrate how to sign up...

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...

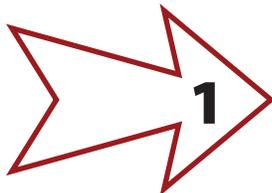
"I got a lot out of the workshops. I learned how to be more independent, how to exercise safely, and how to use other techniques for staying active and healthy."



Closing: Demonstrate how to sign up...

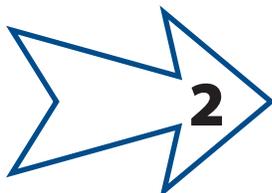
- "Here is how to sign up for a workshop. What can I do to help you sign up and participate?"
- Hand out the ASMP or CDSMP Information and Workshop Schedule.

MAKE THE PITCH



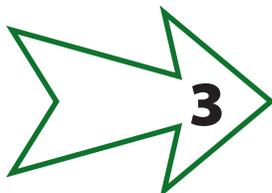
Opening: Make a connection...

"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?"
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