



# Script to Speak to Salon Managers/Owners

Before meeting (if applicable):

1. Call the salon to see the best times to meet with the manager/owner

For the first meeting:

1. Introduce yourself
  - a. What high school are you from? What club/organization?
  - b. Why are you there today? Explain COPE and CWHL

[COPE](#): Caring for Others' Psychological needs with Empathy is an organization based in New Providence, NJ. Ava Tilak is the president and founder of the mission, which focuses on raising awareness around those with medically-related hair loss from alopecia, chemotherapy, etc. Events like making cards for children cancer wards, participating in Relay for Life, and Cut-A-Thons are the main focus of the group.

[CWHL](#): Children With Hair Loss is a 501 (c)(3) based in Rockwood, MI. They have spent nearly 26 years making free wigs from donors across the US to give to those under 21 who are dealing with medically-related hair loss.

2. Explain what a Cut-A-Thon is
  - a. For one day, a few days, or even a week, patrons would come into the salon to donate hair and money
  - b. The salon workers would be instructed on how to prep the hair for the donation, which can be found [here](#)
  - c. Donations can also be made through the QR code and link that goes to the GoFundMe, which can be found [here](#) and [here](#)
3. Ask if they're willing to be the host salon!
  - a. **If they are**, then move on to the next step!
  - b. **If not**, repeat this script with another local salon.
4. Keep in contact with the salon, asking them questions such as:
  - a. How would clients book the appointment so the salon knows that it's for the Cut-A-Thon?
  - b. Will the cut itself be free? A discounted price?
  - c. Are the employees at the salon able to take pictures/videos? If not, can the students come in to take them?
5. Decide on the dates that will work best for the students helping out and for the salon
6. The flyer should include COPE's logo (linked [here](#)), your school/club that's running the event, the event (Cut-A-Thon), the salon name and address, the dates, the GoFundMe link and QR code, and any other specifications for your town's event! Approve with the salon before posting around town!