

Getting to yes hosting calls practice

### **Scenario 1 hosting volunteer**

It's Dec and you know you have to place 29 kids by July. Their apps don't start arriving until Jan. A family made an online inquiry saying they were interested in hosting from South America. They live in your area, but you don't have any students in their school district at present. Their town is rather small and the name you have is Wendy Calhoun.

### **Scenario 1 potential family**

Your name is Sue and you have a daughter named Wendy who is a freshman in HS. She is involved in music, singing and flute, and theater. She has made friends with an exchanged student who is in her art class. You have 2 other kids, one girl in college lives at school and a seventh grade boy who likes skate boarding and plays soccer. You have never traveled overseas, but the idea intrigues you. You live in an older 4 BR house near to the school. You are hoping to remodel the kitchen in the near future. You work part time and your husband is a teacher.

### **Scenario 2 hosting volunteer**

It's Dec and you know you have to place 33 kids by July. Their apps don't start arriving until Jan. A former host family, Nancy Roman, gave you a list of leads including Peggy Faight. Nancy knows her from Girl scouts when their daughters were in a troop together and she seemed interested in the exchange student Nancy was hosting at the time. You can place 4 students in the town she lives in.

### **Scenario 2 potential family**

Your name is Peggy Faight. You and your husband live in a medium sized town that has always supported AFS. You have 3 kids Michelle 16, Sean 14, Nick 10. Michelle used to be in Girl Scouts and is now into sports. She is on the cross country and volleyball teams. She is also active in the churches youth group and went to Ecuador on a service trip with church. Your father was diagnosed with prostate cancer last year and he lives near by.

### **Scenario 3 hosting coordinator**

It's Feb. and you know you have to place 31 kids by July. Their apps have started arriving, but only a few are available so far. You have a few leads of people who signed up for more information at your AFS table at a volunteer fair held by the Women's League. You have only a name Joan Livingston and her number. The person at the table that day didn't write down any other info about Joan.

### **Scenario 3 potential family**

You are near retirement and live in a spacious house on the edge of town. Your 2 kids are grown; the youngest is in college still. You and your husband travel a bit but you lead a boring life for the most part. You volunteer some with hospice. You love music and museums and your husband likes sports.

### **Scenario 4 hosting volunteer**

It's May and you have several Thai girls to place. You have a lead of a young mother who is a returnee from 91-92 to Netherlands. You met her by chance at Yoga when you mentioned to a friend that you had to leave fast after class to catch the end of an AFS conference call. She said she had been an AFS student! You ask her for her name and phone number. Colleen Newlund is her name.

### **Scenario 4 Potential Family**

Your name is Colleen Newlund and you are a returnee from Netherlands in 91-92. You really never did much with AFS after your return, off to college, career, marriage and 3 young kids, 3, 5, 7. You are busy with your family now and are not working outside the home. Your husband travels. You take yoga on Wed. nights to relax and someone there mentioned AFS. You live near the grade school in a very large city. The HS is on the other side of town.

**Scenario 5 hosting volunteer**

It's April and you have the application of a Belgium vegetarian, 17 and doesn't want to live with cats. She likes music and is a good student, independent and outgoing. You also have a German boy, 15, into sports and a 'B' student. You have some leads from school presentations and will call Leticia Olvera who has a daughter, Yannin, who checked that she was very interested in hosting.

**Scenario 5 potential family**

Your name is Leticia Olvera, you have 2 daughters, Yannin is 16 and Steph is 14. Your daughters are in chorus at school and Yannin loves tennis and basketball. You have one very old cat. You live in a small 3 bedroom house with one bath. Your husband is a scientist and you are a secretary for a lawyer.

**Scenario 6 hosting volunteer**

It's Dec. and you have 2 kids to place for Jan arrivals. One is a boy from New Zealand who will stay for the year, no religion, grades aren't great, lives on a ranch, and he likes hockey, tennis and painting. The other is a girl from Brazil for the semester. She doesn't like cats, is Catholic, is the youngest, and likes movies, swimming and volleyball. Her English is only fair. You have been going thru old Boy Scout lists from when your son was in scouts and found the name of Craig and Bonnie Gaskin. You remember that Bonnie was a teacher, they had a younger daughter and their son John should be a senior now.

**Scenario 6 potential family**

Your name is Bonnie Gaskin and husband is Craig. You have 2 kids a son John who is a senior now. A daughter in 8<sup>th</sup> grade and 2 dogs. Your daughter has been begging for a cat. You teach Middle school and your husband is an IT. John used to be in Boy Scouts and your family enjoys the out of doors. You live in a 4 bedroom house with 2 baths.

### **Scenario 7 hosting volunteer**

It's May, and you are trying to placing a girl, 16, with vision problems (ocular Albinism), on a CB scholarship, good grades, needs preferential seating but manages on her own with the equipment she brings from home. She is shy, enjoys school and has good English and grades. You googled this condition and found a support group for that condition and will call the number. They connected you to a person in your area in charge of a support group locally. Her name is Sue Halton.

### **Scenario 7 potential family**

Your name is Sue. Your kids now grown, both had ocular albinism, a condition like albinism that effects vision. You work full time as a social worker and lead 2 support groups for parents and kids. You are active in your church and travel a bit for the albinism group.

### **Scenario 8 hosting volunteer**

It's Feb and you have a lead, Lisa McNeely, you've called for 4 years! Note card says, keep trying. They were remodeling bath in '06, older son didn't want to host in '07, he would be graduated now. In '08 grandpa had cancer surgery. They have 2 younger girls who would now be freshman and 7<sup>th</sup>. They like shopping and are involved with music, both girls play instruments. You have an application of a girl from Turkey who is a good student, Moslem, plays the piano and sings in a group and likes to shop.

### **Scenario 8 potential family**

Your name is Lisa McNeely, you have 3 kids. A son ,Rick, who is off to college and 2 daughters Ann 15, and Kate 12. They both play in the band and like to shop. You attend church most Sundays and the girls go to youth group and sing in the youth choir. You've been in touch with an AFS volunteer in the past and it just never worked out to host. Your bath was being remodeled, your oldest didn't want to host, and your dad had cancer surgery. Your husband has been out of work for 3 months, but he has a new job as of last month. You have a 4 Bedroom house and live on a 4 acre hobby farm on the edge of town. You have pet pig and several outside dogs.

**Scenario 9 potential family**

Your name is Dave or Linda Jones. You have 2 girls, Lisa and Mary who are in middle school. Both of you are teachers and would like to host someday. You filled out an interest form on the AFS website and had looked at other organizations also. You were just putting out feelers, checking out different groups and getting info for the future when your girls are older.

**Scenario 9 hosting volunteer**

You received information on Dave and Linda Jones who filled out an interest form on the AFS web site. Both are teachers and they have 2 middle school kids Lisa and Mary. They have a dog.

**Scenario 10 hosting volunteer**

Current host mom, Leslie Surta, gave Jane Stephens name as a possible lead. Her husband works for AM airlines and they have 2 kids, freshman and Junior.

**Scenario 10 potential family**

Your name is Barb or Jack Stephens. You have a friend Leslie and John Surta who are hosting an boy from Malaysia. You have 2 kids in HS a freshman and a Junior. Craig works for American airlines. You are very busy and your kids are involved in many school activities.

**Scenario 1**

**Dec Online inquiry with daughter's name  
3 kids, 1 in college, never traveled, 4 BR house, want to remodel kitchen,**

**Scenario 2**

**Dec Lead from former host family  
3 kids, sporty, grandpa sick**

**Scenario 3**

**Feb leads from volunteer fair  
Near retirement, 2 kids 1 still in college**

**Scenario 4**

**March placing Thais, calling a returnee from 91-92 to Netherlands  
Young kids 3,5,7. 2 schools and husband travels**

**Scenario 5**

**April you have a Belgium Veggie to place, some leads from school presentations  
Daughter signed up at school for more info. Small house would have to share bedroom. One bath.**

**Scenario 6**

**Nov semester kid, grades aren't great, plays soccer and that's over. Going thru old BS list  
BS now a senior, have BR but wonder about sharing senior year.**

**Scenario 7**

**May, placing girl with vision problems (ocular Albinism), CB, good grades, needs preferential seating but manages on her own. Found a support group for that condition and will call the number.  
Kids now grown, both had ocular albinism. Leads a support group and has another job.**

**Scenario 8**

**Feb have a lead you've called for 4 years. Note card says, keep trying. Was remodeling bath in '06, older son didn't want to host in '07 he would be graduated now. In '08 grand pa cancer surgery. They have 2 younger girls who would now be Freshman and 7<sup>th</sup>. They like shopping and are involved with music. You have a student app that looks like a good fit.  
3 kids one in college hobby farm**

**Scenario 9**

**Internet inquiry of a teacher family with 2 middle school kids, just checking out possibilities.**

**Scenario 10**

**Lead from current host mom of family with kids in HS. American airline job.**