

Addressing Hosting Concerns

Family	You	Notes
No, we're not interested.	I understand. Who are some families like yours that I can talk with?	Most people will give you referrals if you ask. Explain the \$100 referral fee.
Oh...I don't know. Let me talk with my family about it.	Sure! May I send you some information that will help with that process?	Having information helps them personalize hosting, especially reading student profiles.
We'd like to but we don't have the room.	I understand. Did you know our exchange students can share a bedroom with one of your children?	First affirm their answer; then offer your solution. You don't want to come across as argumentative. Students may share bedroom with same sex host sibling within 4 years of their age.
We can't afford it.	I understand. Did you know that host families are only responsible to provide a bed to sleep in and 3 meals a day? The student covers all of their personal, academic and social expenses.	Affirm their answer; then share in a non-confrontational tone.
All of our kids are grown and have left home.	In our experience empty nesters and retired couples are some of the best host families!	Empty nesters and retired couples have more time to spend with students and students love the undivided attention.
We have talked about hosting but want to wait until our kids are older.	I understand. A lot of young families have discovered that it works really well when there's an age difference. The dynamics are more like a real family.	Younger siblings admire their new older host sister/brother.
It sounds great but what if there is a problem once our student is here?	We never want you to feel "stuck". I will be right here with you and your student and when a conflict arises, we will work through it together.	Assuring them that you will be right there when a conflict arises is very helpful. Moving a student is a possibility if a resolution can't be reached..
Not this year, but we may be interested in the future.	I understand, timing is important. Why don't I just save your contact information and I'll reach out at a later date.	Keep good records and notes about each family contacted. When you reach back out, let them know you are following up as promised.