

AB Anwar – athlete

Sell cookies! At work/school during coffee breaks

Amanda Cotter – referee from Michigan

They could try a No Tap Bowl-A-Thon for athletes, friends, family, and the community. No tap bowling is just a difference in scoring. 9 pins on the first throw is counted as a strike..it kind of makes the game a little more exciting (or a little less frustrating, for those of us that are not pro-bowlers ;)

My place of employment does a memorial bowl-a-thon every year and here are some of the things that they do to raise money...

***The registration cost is \$40 per team or \$20 per person. Registration includes a bowl-a-thon t-shirt, shoes, and three games of bowling. Generally you can purchase t-shirts for \$3-5, if you have a good sized order. (Each team is given a score sheet for the 3 games at this time too.)**

***They sell raffle tickets (for each bowler to try to win different items that were donated to the bowl a thon by the community and local businesses)**

***Sell 50/50 tickets**

***Sell shot call tickets (at the end of the game different challenges are given to individuals or teams for a chance to win small donated prizes. For example, bowling with your opposite hand, bowling while sitting on your partners lap, bowling backwards, etc.)**

***Each place gets a prize or if not enough prizes are donated the first five places get a prize and the remainder prizes are given at random by a drawing. (These prizes include food coupons, pens, keychains, t-shirts, etc...donated by local businesses)**

They could also consider a silent auction and/or selling their own lunches (if the bowling alley would allow it)

Cathy Drobny, Topeka coach, National/international referee

We have an open bocchia pairs tournament. Each pair pays \$25. They are promised 2 games back to back. They come, play and laugh and enjoy. The winners get 10 tickets per pair. The non winners get 4 tickets per pair. They take their tickets to the prize tables and drop them into the container next to the prize they desire. At the end of the tournament, a drawing determines the prizewinners. We also sold food the day of the event: breakfast cinnamon rools, lunch and of course snacks. Along with the prize table we also had a few items up for silent auction. All and all it was a very successful event. And a great way to spread the word about this great game of bocchia.

A separte idea was: Coaches and athletes wrote an appeal to our doctors for a personal donation.

Bill Eddins, Coach-Las Vegas

Do local celebrity matches with team vs. politicians, police, college athletes, local pro athletes, etc.

Apple Bee's does a 10% of the day/night thing.

different grant available for athletes with disabilities

krsipy kremes does a donut deal

domino's has a 10 card for buyers with coupons...club buys those for onedollar each to make 9 dollars

Do an exhibition and invite TV radio stations to do a story...send out press releases

Dan Ferguson Adaptive Rec Professor -Pittsburg State University, Kansas

One of our teams just earned \$7,500 with a polar bear plunge. Each plunger had to raise \$75 minimum.

Mary Hodge – Head Coach -Nassau Thunderbolts NY

~We do an all you can eat Pasta dinner "Imagine the Pastabilities"..it usually raises us about 5-6 thousand dollars..we get all donated form local stores and we(coaches cook and serve).....we also have teacher donate all their left over gifts they get form students and make baskets to raffle off...athletes write letters to local team and restaurants and ask for donations and do a \$5.000 raffle.....this all adds to the 5-6 thousand we raise over all at the event.We spend about \$300 out of pocket to run it.

~ we also do a "Skate for a Cause"...we know someone that owns a skating rink...we get an of Sat. and book it....advertise and all proceeds go to the team.....staff and friends bake and we sell pre-baked and packed goods...we usually get about 1-2 thousand off this. We spend about \$100.00 to run it.

~This year, for our 20th Anniversary we are selling a special logo (that we had done as a contest at a local grammar school)

t-shirts..they will only be available this year and they will be sold at every event we have.....

Jennifer Jay- Athlete – florida

Car wash, bake sale, yard sales, emailing medical companies, ask friends & family.

Lauren Woolley- Parent/Coach of athlete

Probably the most success we have had is a "Big" yard sale - although I don't know if that works as well up north -

But we collected truck loads from family and friends - made arrangements for pick ups etc. Then arranged with a Dentist that had a large parking lot on a very busy highway - it was a lot of work to get it collected priced - and moved but we made almost \$2000.00

If one of the high school kids could get a group behind them - (someone they may be associated with National Honor Society etc.) Have penny drive - "Pennies for Pals" You put large jars around the school - with one for each class - and it is a class competition - Pennies count for 1 point, dimes nickels etc. can count as the same - dollars count in the negative - so for example the Jr. class is ahead of the Senior class then seniors can throw dollars into the Jr. jars to take away points from them. Hope this makes sense -

You need someone behind it though so there is a reason to win - free homework day for the class that wins - free lunch time etc. Something that the school can do which is hard to find these days - but will make the students want to bring in their change etc. to win!

Jerry McCole Director of BlazeSports National Disability Sport Alliance

Fund Raising Tips

Personal Solicitation

Always let people know that you are an athlete/volunteer and that you are doing this because you want to and believe in it, not because you have to or because you are getting paid.

The prospect needs what you offer – identify with a national program (National Boccia Championships, etc. - - and of course BlazeSports).

Ask in such a way that if they say “NO”, they won’t be embarrassed (i.e., “With

what amount would you feel comfortable?")

“NO” is often a delaying mechanism while they think about your suggestion. Ask if you can call back in a day or so. Then be sure and do it!

Key Points To Being A Successful Fund Raiser

1. Remember, this is a very worthwhile community project and people like to give to people causes.
2. Your first call should be to a friend or business acquaintance you know quite well. (Perhaps your own employer!) This will help to build self-confidence. Create some momentum. Remember, *personal contact is the best*. Ask for referrals from your friends.
3. You must make the calls! If you need help call the BlazeSports Northeast Regional office. We will be more than happy to assist you.

Writing Letters / Sending Brochures

The best chance you have of getting someone to become a sponsor is meeting face-to-face. Sometimes this is not possible and a phone call or a letter/brochure is appropriate. Enclosed you will find a copy of a sample brochure you might want to use. Feel free to change it to fit your need or style.

How To Find Donors

Remember, just be yourself and *ask* as many people as you can. In addition to helping raise funds for your sports participation, sponsors receive the feeling of supporting an organized sports team and BlazeSports can recognize this support in our newsletter, with banners at events and through photo opportunities.

Responsibilities

1. Be enthusiastic! The athletes (and you) are depending on your help and support through a successful event.
2. Each prospect should be called upon by you personally. *Personal involvement, face-to-face, eyeball-to-eyeball solicitation is most effective*. However, telephone solicitation can also be effective. The basic objective is to make sure that someone asks someone for money.
3. Never apologize for being a fundraiser and soliciting help. Instead, create a climate in which prospects understand that they are being asked for support in the name of a cause (A National or International competition for world class athletes). The best way to raise money is to get out and ask for it with boldness and confidence, not apologetically with hat in hand.
4. If there is a problem, contact Jerry McCole immediately.

5. Be sure to tell all sponsors that there is a deadline and they must have their sponsorship paid in full by a particular date (you decide).

Remember – The BlazeSports Northeast Regional office staff will assist you in anyway and at anytime . . . just ask for help! Call 401.792.7130.

Hints for Soliciting Funds

- The biggest job will be to make the sponsor's giving as easy as possible. The appeal may be as flexible as you want to make it.
- You will run into some "Doubting Thomases." The best suggestion is to play to the strength of the program, talk about your involvement, the other athletes and what it means to your community and nation to have athletic representation at National and International events.
- Be persuasive, but please do not argue. Make the sponsors/prospects aware that their gifts will help provide a high quality, well-prepared team.
- Contributions are tax deductible to the extent allowed by the I.R.S. Suggest that donors contact their tax consultant to determine the amount this could be.

Some Points To Remember

Make it fun!

Be enthusiastic. The sparkle in your voice is the impression you make to the prospect's giving motives.

Make a friend. Be courteous.

Listen to what the prospect says and respond appropriately.

Don't pressure, but rather use a "soft sell" approach.

Don't assume anything. Spell out everything.

The most effective approach is the personal, individual approach.

People respond to *people* asking for money.

Prospect Checklist

_____Employer

_____Neighbors

_____Doctor

_____Dentist

_____Lawyer

_____Banker

_____Realtor

_____Grocer

_____Pharmacist

_____Insurance Agent

_____Accountant

_____Dry Cleaner

_____Relatives

_____Personal Friend

_____Friends at Work

_____Restaurant Owners

_____Clothing/Department Stores

_____Shoe Store

_____Jewelers

_____Bookstores

_____Utilities

_____Business Owner

_____Interest in Sports

_____Interest in Charity

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_____ Car Dealer
_____ Broker
_____ Anyone you do business with

_____ Community Organization
_____ Fraternity/Sorority

Obtain a sponsor a day. It will add up quickly
Dear _____ :

I want to take this opportunity to make you aware of what athletes with physical disabilities are doing today. Athletes who are blind, have cerebral palsy, are amputees and have other disabling conditions are running the 100 meters in under eleven seconds; bench pressing over double their body weight; and cycling distances that many non-disabled individuals would find a real challenge.

My name is John Doe and I am an athlete with a physical disability, but an ***ATHLETE first!*** My disability is due to being born with cerebral palsy.

The opportunities to compete on the local, regional, national and international levels are increasing everyday. Unlike many athletes who are not disabled, athletes with physical disabilities do not have sponsors or receive sufficient support to pursue their athletic dreams. I have several opportunities to compete at the regional, national and international levels in the months ahead.

I would like to ask your help in being able to represent my community and my country at the upcoming competitions. Enclosed you will find information about me, my national organization and the events that are scheduled for 2008. If you would consider making a contribution to my national organization, BlazeSports America, they have assured me that the funds will be used to help support my efforts. All contributions are tax deductible to the extent allowed by the I.R.S.

Your interest in and support of "Sports For All" is greatly appreciated.

Let me know if you would like to meet with me or perhaps I could make a presentation to you or your company about what people ***CAN DO!***

Sincerely,

John Doe

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