

## Helpful Tips for Earning Practice-a-thon Donations

- 1) **More is More:** It's simple: The more letters you send out the more potential sponsors you can have. Don't count on one wealthy relative giving one big check. Instead, send out a ton of letters and you'll get a large percentage of them back with \$10-\$20. It doesn't take long for all of these small amounts to add up. You can raise a lot of money this way.
- 2) **Make a list:** Before sending out the letters, make a big list of everyone you could ask. Here are some possible starting points:
  - Family's Christmas card list
  - Parents, grandparents, aunts, uncles, and adult cousins
  - Fellow church members
  - Neighbors
  - Co-Workers
  - Companies in the town of Yorkville (Culver's, Menard's, etc)
- 3) **Do it NOW:** Don't wait! Since the letter is already made for you, this process is super easy! There should be nothing holding you back from sending the letters now as opposed to tomorrow. The earlier you send these letters, the more likely you will get the money back in time (which is the whole point)! Plus, you want to be sure to be the first people to ask someone, not the 26th!
- 4) **Be confident about asking for money:** Adults are very used to worthy causes asking them for money. Asking for help may be new to you but it is not to them. People have the option to say *yes* or *no*. By not asking them, you are choosing *no* for them. Give people the opportunity to help you. They may not be able to give much, but if everyone gives a little, it adds up fast.
- 5) **Let them know what their money is going towards:** If people know their money will go to a worthy cause, they are more likely to donate. Have a list of the great things you will do on the Orlando trip, such as representing your community by performing at Disney World, visiting theme parks with your friends, and having an educational clinic led by Disney performing artists.
- 6) **Let them know you are working towards the trip too:** If you have been fundraising and only have a fraction of the cost left, let them know. This shows you have put in your own effort already and now just need a little extra help with the remaining cost.
- 7) **Make it easy** for your sponsors:
  - Include a self-addressed, stamped envelope in mailings
  - Send the sponsor letter as a PDF attached in an email that explains the trip
  - Invite them to donate by making a Facebook group