

Fundraising TIPS to YOU!

Key Points To Being A Successful Fund Raiser:

- Remember, working to stop bullying is a community project and people like to give to "people" causes.
- Your first call should be to a friend or business acquaintance you know quite well. (Perhaps your own employer!) This will help to build selfconfidence and create some momentum.
- Personal contact is the best. Ask for referrals from your friends.
- You must make the calls! **If you need help call RIPIN at 401-270-0101, ext. 151.** We will be happy to assist you.



Your Responsibilities as a Fund Raiser

Remember, just be yourself and ask as many people as you can. In addition to helping raise funds for a critical issue, sponsors receive the feeling of supporting an event like the **Walk the Walk to Stop Bullying in Rhode Island and RIPIN** can recognize this support. Always let people know that you are a 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. 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!

- Be enthusiastic! The success of stopping bullying in our state depends on your help and support through a successful event.
- 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).
- Each prospect should be called upon by you personally. Personal involvement, face-to-face, eye-ball-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.
- 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. The best way to raise money is to get out and ask for it with boldness and confidence, not apologetically with hat in hand.

SOME POINTS to remember ...

Be courteous!
Make it fun!

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

Make it easy!
Make a friend!

Contributions are tax deductible
Listen to what the donor says and respond appropriately.

The most effective approach is the personal, individual approach.