

GLOBAL VENTURES

FUNDRAISING PACKET

On the following pages, you will find fundraisers for groups and for individuals. There are many ways you can raise money for your trip, be creative. Remember that any money sent to GLOBAL VENTURES for your trip, must have a **Global Ventures Support Coupon** attached stating YOUR *name & trip you are attending*. Checks made out to GLOBAL VENTURES are tax-deductible. We do not want finances to keep anyone from coming, so please stay in contact with us. If you need any help raising your funds, please call our office or email, and we will be happy to assist you.

THE BEST AND MOST EFFICIENT WAY TO RAISE FUNDS FOR YOUR TRIP

Support Letters

We find this method most effective. You can download a support letter from www.globalventures.tv under the "Downloads" Section. For your convenience we've already created the letter so all you have to do is input your info and it's ready to print!

In the support letter, we included blank lines for you to fill in the amount you are asking them to give. If you have 50 people you will send letters to, give each person a number from 1 to 50. If everyone participates, you can raise over \$1200 and no one has to give more than \$50. Those that receive the numbers between 1 and 10, usually give more. This is an easy way to have everyone give something.

We encourage you to make a list of 25-50 people that are not in your church. This will help you think outside of the box – you would be amazed to see who is willing to help you! You can also get your church directory and send it to all your family, friends, local businesses, local clubs; everyone and anyone you can think of.

Follow up on your Letters

THIS IS CRUCIAL!!! 3-5 days after you send your letters make a follow up call to everyone. Ask them if they have received your letter and if they could help send you. Many people will receive your letter and have good intentions of sending you something, but then forget - so it is important to call them. (*For local businesses or clubs a **personal** visit is best.*)

THE TOP TEN **GROUP FUNDRAISERS**

Just think...If your group does one of these a month for 10 months, and each person raises \$300 at each fundraiser - you would have all the money you need plus extra!

1. Professional Pictures

Fall festival/Halloween (Hallelujah church Party), Christmas, Easter

Find someone in your church or area that is a professional photographer. Ask them if they can donate their time and give a great discount for the pictures (or donate the cost of pictures as well).

- Decorate a photography set in the lobby of your church according to the holiday. You may even have an optional dressed up Easter bunny people can add to the set. Announce the dates the pictures will be taken (before and after church services). You may sell tickets for this in advance with an actual appointment for their picture. Set a minimum price for the pictures or have package deals. (Don't have a low minimum - remember how many people line up with their children to take a picture with Santa.) Have your photographer deliver the pictures on a specific date. Make it available for families to purchase more pictures once they are developed if desired.
- For "Hallelujah Party", have a set with bales of hay and fall decorations at the party. (Every parent wants a picture of their child dressed up in a costume.) *You can also have an entrance fee for church functions and all money goes toward the mission trip.*
(Remember to announce these in advance and share that all funds will go towards the mission's trip)

2. Restaurant Fundraiser

Locate a popular restaurant that is not too commercialized. A local restaurant works great for this fundraiser. Create a flyer that invites everyone to go eat at this specific restaurant on a certain day. Meet with the manager of the restaurant and explain where your team/group will be going overseas and what they will do. Ask the restaurant if they will contribute 20% or more of each person's bill towards your group's mission trip. To receive the contribution, everyone must present the flyer to their server when they eat at this restaurant. In this way the restaurant receives greater publicity, an increase in business that day and a tax-deductible gift for the total amount donated. Have everyone going on the trip pass out as many fliers as possible to friends, family, and strangers. Remember, the more that go eat the more money is given towards the mission trip! *(Have the fliers inserted in church bulletins and announce this fundraiser to the congregation. Also have fliers available to be picked up in the church lobby.)* * Make sure all fliers are done with excellence and are easy to read. To save paper, you can have 2-3 fliers per sheet that you cut.

3. Fall / Spring Cleaning & Residential Repairs/Maintenance

Locate nice neighborhoods (perhaps a neighborhood someone in your church lives in). Go door to door letting people know that you have a team available that can do any kind of work. For example, clean windows inside and outside, clean garages, raking leaves, mowing, weeding, mailbox painting, and any other house work. Have a nice flyer with prices and suggested donations listed next to each job. Let them know that all money collected will go towards your team's mission trip. Have a phone number and contact person they can call and schedule an appointment with. Your contact person will then coordinate who and when these jobs will be performed.

(Perhaps someone from your church or someone you know has professional cleaning supplies that you can borrow.)

4. Black Friday Coffee and/or Cinnamon Roll Sale

On Black Friday, the day after Thanksgiving, set up a table outside a local retail store. Shoppers will be waiting in line prior to the stores opening (most stores open at 5AM, but check local papers for the stores in your area). You'll want to find the stores with the longest lines. Target, Office Max, Best Buy, Toys R Us, and Wal-Mart are a few that generally have big lines. Check papers and internet to find out which stores in your area that will have the best deals on Black Friday, these stores will have the biggest crowds waiting outside. This is a great opportunity to sell coffee and cinnamon rolls because until the store opens the people are not going anywhere. Homemade cinnamon rolls sell the best and you can find great recipes online. Sell them individually, but also have some packaged to sell by the dozen. Sell at the table but also walk the line to sell. Have napkins, cups, creamer, and sugar ready for those who need it. Let them know that all money collected will go towards your team's mission trip.

Note: You can set your own price. A good guide is \$1 for a cup of coffee and \$2 for a cinnamon roll or \$15 per dozen. Make sure the cinnamon rolls are big enough to be priced at \$2.

5. Collecting Cans

Go door to door in nice neighborhoods advertising that you will come by on a specific day to collect all empty cans. (Pass out fliers as well.) Give everyone at least 2 weeks to collect cans and put them in garbage bags. Tell them to leave the bags on their porch the day you will come by to collect with the flyer attached to it. All money made from cans, will go towards the team's mission trip. Perhaps pass out a flyer reminder, or have someone conduct mass calls the day before you come to collect.

6. Selling Flowers: Valentines Day / Mother's Day

Buy flowers at a wholesale price and sell bouquets on Valentine's Day and Mother's Day. Advertise with fliers in neighborhoods of your service and that you can deliver bouquets. Give these forms/fliers to parents to take to work, sell these to teachers, co-workers and neighbors. Go to the dollar store or other inexpensive stores to buy vases. Set up an area in the church kitchen or in someone's home to cut and prepare all bouquets. Designate drivers from your group to deliver flowers to people's homes. (Borrow someone's GPS for efficiency if needed)

Note: You may want to have 3-5 different bouquet options on your flyer with a picture or a description. This will help those that prepare the bouquets. Find out how to preserve and care for the flowers from a professional.

7. Christmas Lights and Wrapping Presents

Advertise with fliers as you go door to door in neighborhoods letting them know that you are available to put up their Christmas lights and that all proceeds will go towards your team's mission trip. You can also approach local businesses and restaurants. Have a minimum price or a list of cost per hour. Have a contact person's information on the flyer for people to schedule appointments.

Go to 'Toys R US' or other stores to set up gift-wrapping services. You may need to schedule this months in advance.

For church members, you can organize a time to go to their homes to wrap presents. Or you can organize a time when everyone brings their presents to a central place or the church to be wrapped. Ask a local store to donate wrapping paper or buy it in bulk. Another option is to have everyone provide their own wrapping paper.

Have fliers inserted in your church bulletin to give everyone the opportunity to participate. Some church members may want you to help them with their Christmas tree or other Christmas decorations. Make sure there is a person they can contact to coordinate when the tasks can be performed.

8. Parents Night Out

To Shop for Christmas / Day after Thanksgiving / New Year's Eve

Advertise inexpensive babysitting for parents to go shopping the day after Thanksgiving or a few days before Christmas. Babysitters can be scheduled to go to people's homes to babysit for a set amount or all parents drop off their children at the church. The children's church and Nursery could be used to take care of children while parents are shopping. Pass out fliers stating that the day after Thanksgiving you can drop off your children at church from 8 a.m. to 12 noon for only \$10.00 a child. Have a special price for those with more than 3 kids.

Note: Babysitting can go beyond the hours suggested, you can have the doors open all day for drop off and pick up.

For Christmas, you might want to select several evenings for parents to have inexpensive babysitters and go shopping. Have team members spend the night with kids while parents go out for New Year's Celebration. Schedule your group to babysit at people's homes.

Note: Make sure everyone in your group has a criminal background check and are trained to babysit. We also recommend 2 people per sitting job for accountability.

9. Krispy Kreme Donut Sales

Krispy Kreme or Dunkin' Donuts provide great fundraisers (www.krispykreme.com). Set up a booth at a Wal-Mart, a grocery store or a popular gas station to sell donuts. Make professional looking signs advertising where the proceeds of the sale will go. If you have a large group, you could divide your team and have a booth at several stores simultaneously. Have a competition between groups and reward the group that sells the most.

**Wal-Mart allows you to sell product outside their entrance. Selling Pies, cakes, hot dogs, etc. could work great. Sometimes Wal-Mart will match the funds you raise when you do fundraisers there. Note: Get permission with the manager before selling in front of any store. Set up your booth and sell on a day that you know people will be shopping.*

10. Community or Church Garage Sale

Let everyone know that there will be a Big Garage Sale on a certain day. Have everyone look in their garage and attic to see what they could donate towards the garage sale. Create an inventory sheet with everyone's name and what they donated. Have this garage sale at a great location; either on the church property or someone's home. All remaining items can be given back to the person by looking at your inventory sheet. Another option is to take all remaining items and do another garage sale the next week.

You may check with certain store owners if they have any items they would like to give for your garage sale. Furniture stores may have furniture pieces that are 'nicked' or are slightly broken and can't sell.

Note: Make sure you do this garage sale on a day where no other major events are happening in your city and that it is 'the season' for garage sales. JSMI's interns did a garage sale on a weekend that a whole neighborhood was doing one. It turned out to be very profitable.

Important Notes:

- *Take note of what is happening in your local area and capitalize on the situation. In Tulsa in 2008, there was a disastrous ice storm that caused trees to fall in people's yards and neighborhoods. JSMI's interns located a truck*

with a trailer and cut the remainder of trees down and cleaned up people's yard. This was probably the most successful fundraiser of the season.

- We recommend you put your church's website on all fliers so that people can have a point of reference and it will also let people know about your church.

Make sure all "jobs" your team will be performing, are done with excellence and that everyone is trained in the task they are to do.

- Helpful hints to help make an impact in the neighborhoods:
 1. Do everything with excellence; as though you were paid millions to do it.
 2. Go door to door with boldness and SMILE when you talk.
 3. Do not talk more than 3 minutes at the door and be very polite.
 4. Listen carefully to any instructions they may have for you to do (write it down if it's a long list – they will notice that you care).
 5. Do not make long conversations when you are at the person's house to work; remember that they are busy, that is why you are helping them!
 6. If your youth group is involved in the fundraiser, always have an adult or leader with each teenager at every job and as you advertise door to door.
 7. Make sure that you don't go to the same neighborhoods for all your fundraisers.

FOR INDIVIDUALS or groups

1. Bake Sales That Work!

Bake pies, cakes, brownies etc. You can buy a pie crust already made, make a great pie, and sell it for \$25.00. Look up easy - but delicious recipes. Stay away from baking small things like cookies. Look for things that will not take too much time and will sell for a good price. If someone you know or in your church bake incredible pies or cakes, you can auction it at church. (One pie can be auctioned for \$100.00) Ask ladies in your church to donate baked goods for you. Sell them at church (before and after services) or in front of a store close to where you live.

2. Visit Local Businesses

Try to meet with managers/owners of the business and tell them about this trip. Personally give them one of your support letters. Remember to let them know they can receive a tax-deductible receipt. (Many businesses plan their donations a year in advance – so go early!)

3. Online Fundraisers:

www.EasyFundraisingIdeas.com Call Toll Free: (866) 874-8383
<http://www.easy-fundraising-ideas.com/programs/fundraising-for-mission-trips/>

4. Restaurant Card Sales

Sell Pizza Hut/Papa Johns/Dominos /pizza cards. These are a great deal for local college students, families and people too busy to cook – they get great discounts on purchasing a set number of pizzas and you make money from selling the cards.

5. Meals at Work

Go to a workplace where you know folks and have a day where people sign up for a specialty meal like enchiladas, tacos or spaghetti that you fix and bring to them. Charge a pre-set price such as \$5. In some places this could become a monthly meal!

6. Auction/Game Concessions

Talk to a local auction company, school or church and see if you could sell food during an auction, school or church event. (Suggestions: School or church ball games, teen activities)

7. Local Festivals

Check the local Chamber of Commerce, local newspapers for local/area festivals (sell food, dunking booth, crafts, etc.) Organize a booth to sell something!

8. “Welcome to Our City” Baskets

Visit local businesses that are interested in promoting the town to outsiders and sell baskets with items made in your hometown. (Ex: Your City Baskets with a Your City T-shirt, Your City Pretzels / snacks made in your city)
Go to companies trying to sell their products to people, companies or city organizations that are trying to promote your city. (Ex: realtors, housing developers, apartment complex managements, the Chamber of Commerce, etc.)

Always take a sample – it’s a good idea to have extras that you can sell on the spot – you’ll often make more sales that way, rather than taking pre-orders.

9. Grocery Stores

Go to your local grocery store and ask if they can donate anything for a fundraiser. For example, Reasor’s has donated Styrofoam cups, root beer and ice-cream and let people sell root beer floats for a few dollars apiece.

Ask your local grocery store if you could bag and carry out people’s groceries for a donation. As people are checking out tell them about your upcoming trip and offer to help them with their groceries for a donation.

10. Cracked Eggs -a fun and crazy fundraiser

This is a very inexpensive (messy) way to raise money. Make sure you take someone with you. Buy a few cartons of eggs. Go door to door and tell them why you are raising money and that they can buy an egg for one dollar and smash it on your head for 5 dollars. People won’t just buy an egg; they will want to crack it on your head. Just think, that is \$60 a carton. One girl that did this made \$60 in one hour. You may also ask to do this at church picnics.

11. Holiday Gift Wrapping

Set up gift-wrapping services around Christmas time. Talk to your local stores, or set up pick-up/drop-off services with church members or friends.

12. Holiday Items / Activities (PRE-SELL as many of these as you are able)

- **Christmas:**
 - Make personalized ornaments and sell them
 - Make pomanders (See Google) (Oranges with cloves or other variations)
 - Make and sell Christmas cards
 - Make and sell berry or individualized wreaths (with missions motif)
 - Pre-sell Christmas baskets
 - Put on a Christmas play and sell tickets
 - Cater/hostess Christmas parties for individuals or companies

- Clean houses for the holiday season
- Make glass jars filled with layers necessary for cookies of various types and add labels/ribbons (can be sold as Christmas gifts) or with layers of Christmas candies.
- **Valentine's Day**
 - Make glass jars filled with layers of cinnamon hots and candy hearts. Decorate jars or bags given in – ribbon, etc...
 - Sell singing telegrams, baskets with various items in them, and themed baskets, bags of candy and kids' baskets, balloons (latex and Mylar). Some people don't want candy, so you might come up with some custom baskets or baskets without food.
- **Sample Baskets:**
 - Romantic Evening: candle, sparkling cider, wine glasses, CD with romantic music, chocolate and candy in a basket with crinkle paper (filler), wrapped in clear cellophane with a "shoe-string" bow or curly ribbon.
 - Beauty Basket: candle, bubble bath, massage items, lotion, chocolate, candy, CD with relaxing music in a basket with crinkle paper (filler), wrapped in clear cellophane with a "shoe-string" bow or curly ribbon.
 - *Welcome To Our City Basket (See above)**
 - Snack Baskets: medium and large sizes. Soft drinks, Snack food – chips, beef jerky, crackers, cheese, popcorn, cookies, candy, etc...
 - Always "suggestive sell" balloons to go with the baskets!!!

13. Selling Techniques & Ideas

- You may offer delivery within a certain radius for an additional charge. A tux rental may donate a tux and then you can have the deliveries made by "Tony in a Tux" on Valentine's Day.
- *Make up extra items and always carry them in during deliveries. Often you can sell everything that you carry with you.*
- Get Donations: stuffed animals, helium tank rentals, the more donations the better!
- Set up on street corners on Valentine's Day and sell some of the last minute items.
- Set up samples and have them in the church foyer or someone's workplace or store for about a month prior to sales. You can also take pictures and give them to friends, family and coworkers to sell. (One group used objects from Oriental Trading. Upfront they needed substantial money, but they ended up netting just over \$1000.)
- Oriental Trading, Dollar Tree, Hobby Lobby, and Wal-Mart are good places to find items needed. The items are usually sold at two times what it cost to make it...sometimes higher.)
- Sell at local shopping areas: flea markets, ethnic shopping areas, yard sales, etc.
- Check with local stores to see if anyone would be willing to sell baskets on consignment for you a week or two before Valentine's Day. For example, make up some of the beauty baskets with stuffed animals in a bag with chocolate in heart boxes to be sold with tanning or massage packages from the store where they are on consignment.
- Easter/Christmas baskets can be treated the same way, but focus on kid's/Christmas items. Make up an order form and pre-sell, also offer custom baskets made to order.