**Fundraising Tip Sheet**

**Summer Christian Service Corps**

***When approaching personally:***

* Walk up to the person with a smile on your face and your letter(s) and envelope(s) in hand.
* *Greet them* and ask them a question about how they are, or how things are going for them. Express interest in them, don’t just push your agenda first.
* *Listen intently*, with your eyes. Make an appropriate comment, reflecting and showing that you have heard them and you appreciate this relationship.
* During the conversation, begin talking about how you are going to spend your summer in the Summer Christian Service Corps. Use the information in the Applicant Guidelines to explain the program.
	+ *Be enthusiastic* about this opportunity to serve the Lord and grow in leadership.
	+ *Tell them* **why** and **how** you felt **called** to join this ministry.
	+ *Ask them* to support you in prayer.
* Ask if they would prayerfully consider supporting the SCSC program financially.
	+ Tell them how much you are raising: a minimum of $1,500.
	+ *Be* ***specific*** on **what** you will be doing and how their financial contribution will help defray the expenses of your training and transportation.
	+ *Let them know* ***what*** the dates and deadlines are for the donation to the program. Point out the “mail by date” you have written for them.
	+ Tell them that you will be able to return at the end of the summer with a specific exit testimony of how their contribution helped you grow in leadership and service.
	+ Tell them that you will be able to use your learned skills to continue to work in your church, Christian organizations, and denomination, as you are called.
* If they are agreeable, hand them a letter and an envelope.
	+ *Show them* that if they make their check out to **SCSC Support/SDB Women’s Board,** and send in the tear-off slip at the bottom of the letter, they will receive a receipt, and it will be **tax deductible**.
	+ ***Remind them not to put your name on the check, even in the memo line. (This is very important!)***
* Close or continue the conversation as appropriate.
	+ *Offer to explain* or get back to them on any questions they have.
	+ Let them know how to contact you.
	+ *Thank them* for supporting you in this ministry calling.
	+ They may want to talk about something else. Let them, and LISTEN. Show that you are interested in them for more than just a financial contribution.

**When and how do I follow up on my contributors?**

∙ ***In May*,** go back to your potential financial contributors that you gave letters and envelopes to

earlier.

* *Begin the conversation, again* with a smile and a question that shows your interest in them and continues to build your relationship with them.
	+ At some point in the conversation, bring up your Summer Christian Service Corps project and placement.
	+ *Speak with enthusiasm* and excitement about some of the following:
		- What you have already learned in your assignments in leadership and service
		- Where and when you are going to be sent
		- What you are going to be doing on your project.

* *Ask* if they felt called to support the SCSC program financially as well as prayerfully.
	+ You may find that they have a few more questions.
	+ You must be specific to tell them what their financial contribution will do.
	+ You may find that they have already sent in their contribution. If they have, *thank them*!
	+ You may find that they are willing, but have forgotten, and need reminders of the deadline **May 24,2022** or perhaps they lost the address: **P.O. Box 1678, Janesville, WI 53547-1678**
	+ You may find that they cannot, or do not feel the call to financially support SCSC.
* **Thank them** for continuing to support you in prayer. (This is the most important support!)
* Continue the conversation, showing appreciation and interest in them.

**Some tips for your calendar:**

* **March** is a good time to send out initial contribution letters and start initial contact with donors.
* Letters tend to work well for the students that send them out.
* If doing a Facebook fundraiser, make sure to share your fundraiser periodically on your own page and encourage friends or church supporters to do the same on their own Facebook accounts. In reality, the FB fundraisers do not give any information concerning donors or which fundraiser it’s from. A check arrives at the Center some month or more after your fundraiser ends. This type of fundraiser doesn’t take a percentage of your donation for their overhead, which is helpful. It may be good to ask donors to personal message their name and date donation was made. You don’t need to know the amount, just who donated to send a thank you later on.