

Title:

Some Important Fundraising Tips To Remember

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296

Summary:

Fundraising doesn't have to be a challenge if you have a good product, are well organized, and

Organizational Tips

- Identify your organizational needs and fundraising goals
- Motivate yo...

Keywords:

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Article Body:

Fundraising doesn't have to be a challenge if you have a good product, are well organized, and

Organizational Tips

- Identify your organizational needs and fundraising goals
- Motivate your organization and members
- Relay the organizational goals to the parents and participants
- Begin planning the logistics of distributing the products to the participants, and eventually

Helpful Hints

- Set a daily goal based on how much time is available
- Practice your sales presentation with your participants
- Show customers the Order Form so they can see the various team options
- Be helpful if the customer is indecisive, and be prepared to offer a suggestion
- Keep a copy of your customers' name and purchases for next year's fundraising drive

When selling be sure to follow these steps:

- Introduce yourself, (Hello, my name is_____)
- Tell the person why you are fundraising (We are trying to raise money for our football program)
- Ask if they would like to buy multiples of your items.
- Tell them your item is a great, inexpensive gift for fans of any age
- Be sure to thank the customer (Even if they do not buy any of your items - remember you are

Most people are more than willing to help you in your fundraising efforts. They have probably

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