

# Sponsor Fundraiser 2017 Information Sheet

-Process-

Members will be given from now until January 7th to go to businesses, ask family members, walk around neighborhoods, etc.... to obtain money donations for the 2015 winter guard season. A minimum of \$25 is asked in order to have the donator's name printed on the back of the show shirts. Of course ANY dollar amount is welcomed both higher and lower than \$25.

All donations will go towards the student's account up to placing the student's account to a balance of \$0. All remaining donations (if any) will then be placed into the Winter Guard General fund.

This Fundraiser is designed to HELP YOU PAY ON YOUR OUTSTANDING BALANCE!

-Tips and Tricks-

**DON'T BE AFRAID TO ASK PEOPLE FOR MONEY!!!!** The worst thing they can say is "I'm sorry but no."

**GET YOUR PARENTS TO TAKE IT TO WORK!!!!** Have them ask their boss, coworkers, have your grandparents take it to work, have your aunts and uncles take it to work, have them ask their coworkers, have them ask their place of work to sponsor you.

**REMEMBER** a dollar gained is that much more money that you have earned for the Winter Guard Season. **GET CREATIVE...** ask neighbors to ask their places of work **JUST GET THAT MONEY!!!!!!**

**WHEN GOING TO A BUSINESS DON'T ASK FOR JUST \$25!!!!!!!!!!** If they ask for an amount you are looking for... **START HIGH!!!** If they say that's too much... **THEN ASK A LITTLE LOWER.... NEGOTIATE.... NEGOTIATE.... NEGOTIATE!!!!!!** Also if you get there... and they say that they have already donated **THANK THEM** and move on.

**ABOVE ALL... NO MATTER HOW SMALL THE DONATION IS THANK THEM FOR DONATING MONEY!!!!!!**

Types of Businesses To Ask: Insurance Agents, Dentists, Lawyers, Local Businesses

Breakdown of what you need from a Donator of at least \$25  
Name and/or Message they wish to appear on back of show shirt  
**MONEY:** Checks made payable to **PHHS Band**  
If donator is a business, ask for a business card

Make sure the money, along with the above information, is turned into Justin ONLY! He will be handling the money for this fundraiser. ALSO it is encouraged that you bring in the money THROUGHOUT the time period. PLEASE don't wait till the last minute to turn it in. Have a goal to hand in some money at each practice.