

## Do It Yourself

### Database of Special Events & Miscellaneous Fundraising Methods

There are hundreds of different events that could raise money for your team. From auctions, to parties, to dinners and much more. The Do It Yourself fundraisers don't have to be large to make a big profit & there's a good method for every team.

You can use this website <http://www.fundraiserhelp.com/fundraisers.htm> to find comprehensive lists of ideas, suppliers, profiles with reviews and ratings. Make sure the fundraiser you selected is right for you; look under the heading "Fundraising Supplier Cross-Reference" click "Fundraiser Financial Ratings" for reviews of nearly 200 kinds of fundraisers. Be sure to review the "Section on Fund Raisers: Supplier Profiles" for the full description of what each of the 400+ suppliers offer.

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## D.I.Y. Elements & Year-round Ideas

These ideas that can work alone as a fundraiser or could work well in combination with other fundraisers, including community partnerships.

### Raffles

Raffles raise funds through the sales of tickets, or chances, to win a particular prize. They can be a great fundraiser because of the low cost and high profit potential. Ask local businesses to donate complete baskets, individual prize items or gift certificates. Legal restrictions about raffles vary by location so research applicable state and local laws thoroughly. Find out more about Raffles

<http://stepbystepfundraising.com/how-to-organize-a-raffle-fundraiser/>

### Auctions

- **Silent auctions** are often added on to other events such as dinners and galas. They are great ways to increase your fundraising revenues at these events. Silent auctions are often very popular with attendees, especially if there are some great prizes. Find out more about Silent Auctions <http://stepbystepfundraising.com/the-five-essential-elements-of-a-successful-silent-auction/>
- **Online Auctions** for charity can be a good way to raise funds for a non profit organization. There are several ways to set up an online auction. Find out more about Online Auctions <http://stepbystepfundraising.com/an-introduction-to-online-auctions-for-charity/>
- **Sports Collectibles From Upper Deck** Drive your auction by offering Upper Deck products. Generate spirited bidding activity and better fundraising results with a wide range of products that feature the biggest names in professional sports and with their "No Risk, No Hassle" program there's nothing to lose. Call 1-800-422-8956, email at [charity@upperdeck.com](mailto:charity@upperdeck.com) or visit the Auction Resources Page for more information: <http://www.fundraisers.com/servicesdir/upperdeck.html>

### Dinner Fundraiser

Dinners are one of the most popular, tried and true events and there are actually many ways to hold a dinner fundraiser. The menu can be anything from burgers and fries to a gourmet black tie dinner or anything in between. Dinner fundraisers aren't just limited to "dinner time" either. You can host a breakfast, lunch, afternoon tea or brunch meal. To make a dinner fundraiser most successful schedule a program that will draw in more people. A musical performance, play, speaker, fashion show or dance will draw in more participants. Hosting additional fundraisers such as raffles and auctions will help raise more money.

## Trivia Night

A Trivia Night fundraiser is a fun way to raise money or awareness for your cause. Most Trivia Nights are held at a restaurant or pub so they are great for a group of 10 to 50. It's very scalable so it can be an even larger event too. You'll raise funds by charging admission and having extra fundraisers such as raffles and auctions.

Go to the Trivia Night Event Wizard & it will create a professional, custom trivia game to use at your fundraising event <http://www.3streetstrivia.com/host/wizard.php>. Learn more about trivia nights at <http://stepbystepfundraising.com/trivia-night-fundraiser/>.



## Run a Betting Pool

Office pools or betting pools amongst friends are fun and competitive ways to fundraise. Pick what type of pool you want to organize, reality TV, award shows, baby names, Super Bowl, March Madness, Masters, or any other type of sports playoffs. Then decide on the set up and size. One of the most common is the box set up with 100, 50 or 25 boxes in a grid where each box is sold for \$5 or \$10.

Whatever type of pool you choose, make sure you're following the law and your office rules. The legality of a pool depends upon the state you are in, whether or not all the money put into the pool is paid out, or whether a cut is taken can determine the legality. You also must be aware of your company's policy on running office pools; some companies forbid them and others encourage them. Generally if you are playing for prizes, instead of cash, it's more likely to be allowed.



Your pool can operate as a fundraiser in various ways. After finding out what your state laws and company policy are regarding pools then determine how funds will be raised and how the winner is rewarded. A portion of money made from the pool can be used as a prize & the rest can be donated or all funds received from the pool can be used as a donation and the person organizing can arrange for prizes to be given to the winner.

If you choose to print out your pool and do it personally you can find a plethora of pools on [www.PrintYourBrackets.com/officepools.html](http://www.PrintYourBrackets.com/officepools.html) or use the free online system at [www.funofficepools.com](http://www.funofficepools.com). When running a pool, try to collect money from people BEFORE the pool starts or as soon as people sign up. Make sure you keep really good records about who has paid and who hasn't so you don't end up at the end of the pool short on prize funds.

## Bake Sale Variations



### Cupcake Extravaganza

Have a bake sale or be more creative and hold a Cupcake Extravaganza. Sell all different types & flavors of cupcakes. Learn more at <http://www.blogher.com/cupcakes-good>.

### Cake Walk

A Cake Walk is another popular variation of a bake sale; it's similar to musical chairs. People purchase a ticket to participate in a round of a cake walk, and the winner gets to select a cake. [http://www.ehow.com/how\\_2073391\\_organize-cake-walk.html](http://www.ehow.com/how_2073391_organize-cake-walk.html)

### Getting Started

- Find a location to hold the cake walk. Select a school gymnasium, park or community center, with plenty of space for participants and cake tables.
- Ask for cake donations from community members and local bakeries or grocery stores. You'll need at least ten cakes to make a decent profit.
- Mark off a large square on the ground with tape or chalk. Divide the perimeter of the square into 20 smaller squares (five on each side). Number each smaller square 1 through 20.
- Place scraps of paper, numbered 1 through 20 in a basket.
- Sell tickets for one round of your cake walk. Ticket prices should be between 25 cents and one dollar. The more cakes you have, the more rounds you can have.

### Conducting the Cake Walk

- Organize participants into a group of twenty. Every person should stand on one of the numbered squares.
- Play lively music and instruct participants to walk around the square until the music stops. Then each participant should stop on a numbered square.
- Pull a number from the basket. The person standing on the corresponding numbered square is the winner and gets to select a cake to take home.
- Organize a new round; participants buy a numbered square once more. Continue until all the cakes have been sold.

## Flower Sales

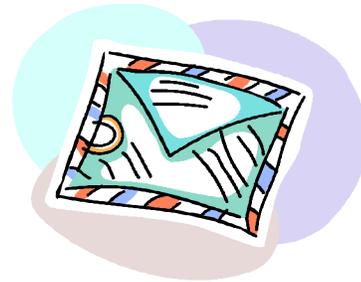
Spring tulips, Easter lilies, fall mums, and poinsettias are all seasonal flowers that could be a great fundraiser for your group. Find a local nursery that will wholesale flowers to your group so that you take advantage of lower prices. This fundraiser works best as a pre-order, but you should have some extras on hand for last-minute sales.



Once you're used to conducting this fundraiser it can easily be run multiple times a year to take advantage of the seasons. Your supporters will also get used to purchasing their seasonal flowers from you. You'll need to work out with the nursery if they will deliver the flowers to you or if you will need to pick them up. Make sure you pick them up in a heated vehicle so that the cold does not shock the plants in the winter.

## Solicit Direct Donations:

- **Letter Campaign:** Via email or snail mail  
Know your donors & what their preferred method of communication.
- **Coin Collections**  
It all adds up and remember a little bit can go a long way if everyone chips in!  
<http://stepbystepfundraising.com/change-coins-into-fundraising-success/>



Don't forget to utilize your online participant center, even if you are fundraising in other ways. Plenty of friends and family will offer you direct support if you have to do is tell them about what a great cause you're walking or riding for!

## Beef & Beer

A beef & beer is a popular community fundraiser that attracts large crowds of adults. Depending on the time of year you can rent out a local facility like a fire hall, host one in your house or backyard. Invite people to enjoy a spread of food like burgers meatballs, roast beef sandwiches, side dishes and desserts. Don't forget to have drinks and entertainment like a DJ or band. Make sure everyone is over the age of 21, if you're going to have a large crowd it is often wise to hire a cop to supervise the event.

## Marathon Madness

Making your fundraising event a marathon of some sort adds an extra element of excitement and competition. It's easy to raise awareness about your cause and to receive publicity since a "thon" is more unique than most fundraisers.

The types of "thons" you can have are limitless, be as wacky and creative as you can or pick something like a hobby or sport you're involved in. Most people know about marathons or walk-a-thons but have you participated in a dance-a-thon, swim-a-thon, skate-a-thon, beard-a-thon, or a paddle-a-thon? The National MS Society, Delaware Chapter has a Readathon, what type of "thon" can you dream up?

### Three "Thon" Tips:

- **Timing**  
The length of the "thon" is up to you, it could be anywhere from 6 to 8, 12 or even 24 hours long. Most people could probably participate for 12 hours with breaks. If doing a 12 or 24 hour event, you may want to separate teams into shifts or a few hours at a time.
- **Teams**  
Depending on your event, it's a good idea to have participants sign up in teams of 2 or 4 people and charge a flat registration fee per team. It's more exciting to participate in events when you're on a team.
- **Take Five**  
Refreshments and food must be available the entire event in order for everyone to be well hydrated and maintain strength. There should be other activities going on throughout the "thon" for participants to do when they're taking breaks. Extra diversions will help keep the energy high and the participants engaged. Ask local bands to play or invite a radio host to broadcast live. Hold mini contests or games for the people who may not be the best at what your "thon" is.

## Miniature Golf-A-Thon

Get out your putters and little mini pencils, it is Miniature Golf time. Find a local miniature golf course that is willing to donate their facility for the day. You may want to find a course that is lit up at night if you decide on having a 24-hour marathon. Set a rain date in case of inclement weather. Split your group into 4 person teams, observe all rules of the game and have fun.

Set a price per team that will cover all costs of the event and still bring in a substantial amount of money for the effort you're putting into the event. Have your group members seek sponsors willing to donate money in exchange for them playing golf. Find local restaurants that will bring in food and drinks for your group to eat. Contact your local media; they may want to cover your story which could increase your donations.



## Hosting a Bowl-A-Thon



Start planning your bowl-a-thon by making arrangements with a bowling alley to rent a group of lanes or the entire building, depending on the amount of participants. First ask if they'd be willing to donate the lanes for your cause or charge you a discounted price. You may have to pick a night that is slower for business if they're donating the lanes.

**Fundraising** An easy way to price the event is by having people participate in groups or teams of four and charging a registration fee per team. Registration fees will vary depending on the length of your event, whether or not refreshments and food are included, if there is additional entertainment, you may want to charge around \$60 a team if you're offering more than just the bowling and closer to \$40 a team if the registration only covers the games. Encourage people to sign up early offer a pre-registration fee that is cheaper than signing up the week of or day of your event.

**Prizes** Give out prizes or awards for participants of all ability levels, like highest score, lowest score, most strikes, most gutter balls, best team overall, or most team spirit. Prizes can be gift certificates, awards or fun home made trophies.

## Tournament Hosting 101

Host a tournament of any kind and raise funds by charging an entrance fee per individual player or team. Award prizes to the winners, the more valuable the prizes usually determines how much you can charge for your entrance fee. If your tournament attracts a large crowd, set up areas for spectators and charge admission.

Most information in this section has been taken from [www.printyourbrackets.com](http://www.printyourbrackets.com) which is filled with information and it offers free printable single and double elimination tournament brackets for any sport, game, or activity up to 64 teams. The brackets are available for single or double elimination in both blind draw and seeded formats. Also available are printable round robin tournaments for up to 18 teams.

### Tournament Bracket Types Available on PrintYourBrackets.com:

Horseshoes	Cricket	Card Game
Washers	Archery	Video Game
Madden	MMA Fighting	Chess
Ladder Golf	Polo	Baseball
Volleyball	Swimming	Table Hockey
Foosball	Bowling	Wii Sports
Ping Pong	Football	Badminton
Cornhole	Softball	Handball
Dart	Wrestling	Rugby
Billiard	Tennis	Squash
Basketball	Hockey	

## Tournament Types

- Round Robin
- Elimination Style:
  - Single & Double Elimination
  - Seeded vs. Blind Draw

## Tournament Examples

- Video Games
- Board Games
- Poker

# Round Robin

Each team should play every other team one time.

## When to run a Round Robin

Round robin tournaments can be used for league schedules or tournaments that guarantee a certain number of games. A round robin tournament is best when you have a small number of teams or a long time frame. If you have a lot of teams you can break them up into separate divisions. Be sure to decide the tie-breaker before the tournament begins.

## How to Run a Round Robin Tournament

Randomly assign a number to each team and place them in the bracket which you can generate for free when you go to <http://printyourbrackets.com/roundrobin.html> then select the number of teams. In most tournaments the teams will already be decided before the tournament, such as a softball or football tournament, but in some games such as corn hole and darts you will need to decide how teams are going to be formed, you have two options:

### Option 1

The teams have already been set; everyone came to the tournament with their own partner or chose their partner once they arrived.

### Option 2

Place every players name in a hat and draw two names at a time, those two players will be on a team.

When the tournament is ready to begin, start at round 1 and play all of the games for that round, then move onto round two. Continue until all of the games are played meaning each team has had a chance to play everyone in the tournament or division.

## Determining the Winner

Keep a tally of each team's wins and losses. The team with the best record after all games have been completed is the winner of the tournament. If teams have tied, refer to the tiebreaker you decided upon before starting the tournament.

## Additional Round Robin Resources:

- TEAMOPOLIS: Round Robin Tournament Generator Tool  
<http://www.teamopolis.com/tools/round-robin-generator.aspx>
- Print Your Brackets  
<http://printyourbrackets.com/roundrobin.html>  
<http://www.printyourbrackets.com/howtoroundrobin.html>

## Single Elimination

When a team wins they continue, and when they lose they're out.

**When to run a Single Elimination:** This is the easiest type of tournament to run and is best when you have a large number of teams and a short time frame.

### How to Run a Single Elimination Tournament

Start by printing the appropriate tournament brackets needed for the tournament, you can do this for free at <http://www.printyourbrackets.com/index.html>. You probably will not know the exact number of players that will be attending, so you'll need to estimate. If you estimate that you will have 20-25 teams, then print all of the brackets for 20-25 teams.

Randomly assign a number to each team and place them in the bracket. The tournament is ready to begin, most of the brackets are numbered in the order the matches will be played. If they are not numbered start at the top left and work your way down to the right. Continue the tournament until a winner has been decided.

## Double Elimination

Double elimination tournaments are similar to single elimination with one major difference; you must lose two games to be eliminated.

**When to run a Double Elimination:** This is usually the preferred tournament to run, but you need to be sure to have a long enough time frame to complete all of the games.

### How to Run a Double Elimination Tournament

Set up your bracket the same way you would start a single elimination tournament but scroll down and use the double elimination generator <http://www.printyourbrackets.com/index.html>. If you don't know the exact numbers of teams just estimate and print all of the brackets within a certain range.

Randomly assign a number to each team and place them in the bracket and the tournament is ready to begin. Most of the brackets are numbered in the order the matches will be played. If they are not numbered start at the top left and work your way down to the right. Continue the tournament until a winner has been decided.

After each winner's bracket game the winner moves over to the next blank line and the loser goes to the corresponding letter in the loser's bracket. After each loser's bracket game the winner moves over to the next line, but if you lose while in the Loser's bracket you are out of the tournament.

## Seeded vs. Blind Draw

Two ways to organize single and double elimination tournaments are blind draw and seeded. Unlike seeded tournaments, blind draw tournaments are organized in a way the players are not ranked based on previous results or experience. The match ups are based solely on the luck of the draw.

### Seeded Tournament

A seeded tournament is usually run for sporting events such as well established baseball, football, and wrestling leagues. It's organized in a way where the players are ranked based on previous results or experience. The match ups are based on how well a team did during the season or league, and sometimes based on skill level or experience.

**How to run a Seeded Tournament:** First determine the number of teams that are participating in the tournament and print the corresponding bracket. The brackets are marked with numbers along the left hand side. The numbers run from 1 to the number of teams participating in the tournament. The number 1 ranked team goes on the blank line marked "1", the number 2 ranked team goes on the blank line marked "2" and so on. A seeded tournament is set up so that the highest ranked team plays the worst team, the second highest ranked team plays the second lowest ranked team and so on. When there are an odd number of teams in the tournament the highest seeds receive byes.

### Blind Draw Tournament

A blind draw tournament is usually run during events such as darts, corn hole, and billiards. It's organized in a way where the players are not ranked based on previous results or experience. The match ups are drawn at random or blindly.

**How to run a Blind Draw Tournament:** First determine the number of teams that are participating in the tournament and print the corresponding bracket. Then draw for positions, which can be done in various ways, a simple way is to draw from a hat. The first name drawn will go on the first blank line in the tournament bracket; the second name drawn will go on the second blank line. Continue this until all of the names have been drawn, and all of the blank lines have been filled.

## Video Game Tournament

**Pick Your Game** If you are a serious video game player, you probably have a system of choice and will prefer to stick to one game. But if you are just looking for a fun way to spend some time with your friends, an 8-bit Nintendo tournament with a whole host of games could be the way to go.



**Choose a Format** You can base your tournament on several different formats, such as round-robin or double elimination. Base your decision on the number of people involved and how serious you want to get. Another option is to have a winner/challenger format where one person is the expert, and the goal is to beat her at her game of choice.

**Set Up Stations** If you have more than one television and gaming system, having several stations will allow you to keep more people involved at one time and keep the tournament on schedule. You may be able to borrow from friends, and people playing in the tournament might be able to contribute supplies.

**Create an Information Center** Whether it is a white board, poster or a traditional chalkboard, have a place where tournament standings can be updated and information is accessible to everyone. As the host, be sure to keep the information as up-to-date as possible, or designate someone else to do it.

**Provide Food and Drinks** If your tournament is an all-day or an all-weekend event, you will need to have food on hand to keep your guests happy. Buffalo wings, nachos, burgers, hot dogs, chips and beverages of choice are good things to start with.

### Video Game Tournament Resources:

- How to Host a Video Game Tournament from eHow.com  
[http://www.ehow.com/how\\_2071839\\_host-video-game-tournament.html](http://www.ehow.com/how_2071839_host-video-game-tournament.html)
- Promote Your Event with Gathering of Gamers  
[http://www.gatheringofgamers.com/video\\_game\\_tournaments.php](http://www.gatheringofgamers.com/video_game_tournaments.php)

## Board Game Tournament

Create a fun twist on a card tournament and do something that everyone can participate in. Have a Board Game Tournament. Pick a favorite, such as Sorry, Trouble, or Monopoly. Assemble 4 person teams that will work together to accumulate points or you can allow individuals to participate. Charge an entry fee for each team, in order to earn money for your charity. Give a portion of the proceeds as the winning prize or get prizes donated from local businesses. Decide if you are going to play with a time limit for each game so that everyone has the same chance and to keep things running on a schedule. Decide on any "House" rules beforehand.

## Poker Tournament

Poker tournament can be a fun informal fundraiser or built into a fancy casino night fundraiser, either way they have huge potential. Bring Las Vegas into your home with a fun poker charity tournament. Make sure you have all your poker supplies to set up your game. Depending on the type of poker game you'd like to host will determine what supplies will be needed; JustPokerSupplies.com is a good place to get your supplies online. Visit Evite.com for helpful hints on planning your poker event. There are many variations of the game so carefully select the style and rules you will use and remember to check with the legality of gambling for charity in your state.

## Get the Inside Scoop from PokerCares.com

PokerCares.com is made up of poker players, professionals, fans, industry insiders, and fundraising experts who care to make a difference in their community. They're committed to helping facilitate the growth of charity poker tournaments to raise funds for worthy causes. If you have an upcoming poker event please e-mail to [info@pokercares.com](mailto:info@pokercares.com). Showcase your charity poker event and tell friends about it on MySpace by posting on the Charity Poker page <http://www.myspace.com/charitypoker>.

### Poker Resources:

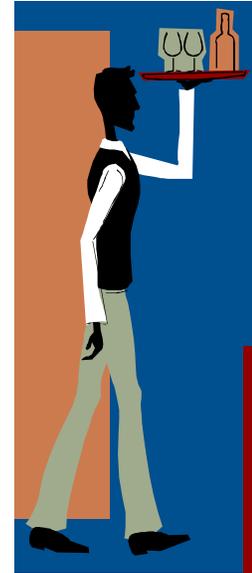
- Review game rules at Poker.com <http://www.poker.com>
- Learn how to host a Texas Hold'em Tournament <http://www.homepokertourney.com/>
- Try using Evite's Casino Party pages <http://www.evite.com/app/cms/ideas/poker-night>
- Celebrations <http://www.celebrations.com/content/Host-a-Poker-Tournament-for-Charity>
- Stock up at JustPokerSupplies.com <http://www.justpokersupplies.com/>
- PokerCares <http://www.pokercares.com/> and <http://www.myspace.com/charitypoker>

## D.I.Y. for Individuals or Small Teams

### Waiting for Dollars or Guest Bartender

Find a local restaurant that is willing to host your waiting for dollars event. They will appreciate the extra business it will bring them and you will have fun raising money. Your group will take over waiting tables and bussing dirty dishes, in exchange for tips. You will probably want some experienced wait staff on hand to guide your group. Most patrons, hearing their tip money will be going for a good cause will probably be generous giving more than the customary fifteen to twenty percent.

Pick a restaurant that is popular so that you can ensure a large turnout. Advertise locally what your group will be doing and when. Work with the restaurant owner to create a special menu for the evening that is themed to your group. The restaurant may want to donate \$1 for every meal ordered from this menu. Remember to be polite, fast, and accurate. Try not to break any plates!



### Bagger for a Day

Sometimes it seems that your local grocery store can be too busy and that you always end up bagging your own groceries. Provide a nice service to your community and raise funds at the same time. Find a grocery store that is willing to help your group and pick a busy day of the week. Print off flyers that explain your group and what you are doing in the store that day. Hand out the flyers the week before your event and to people entering the store.



Give your “baggers” a quick lesson on how to properly bag, for example heavy items on the bottom and eggs and bread on the top. Have a tip jar at each register. You may want each bagger to wear a nametag with your group’s name on it as well. Bag each person’s groceries with a smile, offer to push their cart, and help to unload them into their car.

## Garage Sale

Depending on your facility capabilities, you can coordinate the sale with a local community center, use your own facility's space, or use the space of a generous volunteer. Talk with your staff and volunteers and gauge their enthusiasm for a project like this, you might be surprised at how many people are excited by the idea of getting rid of old clutter while helping out the organization.

### Gently Used Item Sales

- Books
- Baby Clothes
- Prom Dresses
- CDs & DVDs
- Sports Equipment



### Recycling Drives

Recycling is the best way to do something good for the environment and your cause. It's also the only way to fundraise without having to ask anyone for money. You'll attract everyone who is looking for easy ways to be green and your many supporters with a recycling drive that is convenient to participate in.



Your drive can be for a set period of time or an ongoing effort, either way you're going to have to get the word out so people know where to drop the recycling off too. Placing drop off bins in highly trafficked areas of your community is one way to collect items. Depending on your group size and resources you can also schedule specific pick up days in your neighborhood.

- Recycling for cash <http://www.profitquests.com/IdeasRecyclingForCash.html>
- Collect Cans & Bottles
- Printer Cartridges <http://www.fundingfactory.com>
- Cell Phones <http://www.fundingfactory.com>

## Ideas for Fall & Winter

### Rake It Up

It seems like all the leaves fall from the trees at once in the fall. It can be a time consuming task, but a great fundraiser for your group. Create a flyer promoting your Rake It Up Day that explains your group and what you are raising money for. Distribute them door to door in your neighborhoods, only approach familiar houses. Be careful not to place them in mailboxes, as this is against federal law. Let people know you will be in their neighborhood, rakes in hand, to clean up their yard for a donation. Pick a weekend, since more people will be home.



Bring rakes, yard waste disposal bags and check with your local municipality for requirements. Knock on doors and see who wants their yards cleaned up or schedule a work route beforehand. Remember to be courteous and find out where they want the yard waste put because you may not be able to just leave it at the curb. When you're finished, leave a handwritten thank you note to show your appreciation.

### Candy Cane-A-Gram

This can be run in an office or a school & people can purchase a note for each other. You charge \$.50 for one or five for \$2.00. They put on the card, the person's name, office number or home-room teacher. People love receiving the candy and note.

#### What you'll need:

- Candy cane-a-gram slip of paper
- "Elves" to sell, assemble, and deliver them
- Candy canes
- Posters to help advertise them



**\*This fundraiser can be easily modified with heart candies or chocolates for Valentines Day, just remember to adjust prices according to your candy costs.**



## Holiday Shopping in One Night

Host a “holiday shopping in one night” to save people time this holiday season. Find vendors to set up booths, either for a set fee or a percentage of their sales. Invite locally owned stores and artists to host tables. Contact representatives from popular direct sales companies like the ones listed below.

Advertise with posters, flyers, and contact your local newspapers. Offer a free grab bag or raffle ticket to the first fifty shoppers. See if the vendors will donate gift baskets or product samples to give away. Have a bake sale and concession stand to feed your hungry shoppers and make extra money.

- **Avon** Call 1-800-FOR AVON or go to [http://shop.avon.com/shop/find\\_a\\_rep.asp](http://shop.avon.com/shop/find_a_rep.asp) to find a local Avon Representative.
- **mark.** Find a representative at <http://www.meetmark.com/PRSuite/buy/relocator.jsp>.
- **Dove Chocolate Discoveries** Call 866.922.3683 from 7:30 AM - 6:00 PM EST Monday through Friday or find a Chocolatier near you at <http://www.dove-chocolate-discoveries.com/corporate/site/contactUs>.
- **Tupperware** Find a consultant near you online at [http://order.tupperware.com/pls/htprod\\_www/tup\\_party.consultant\\_finder](http://order.tupperware.com/pls/htprod_www/tup_party.consultant_finder).
- **Cutco Knives** Find a sales representative at <http://www.cutco.com/customer/howToBuy.jsp>.
- **Silpada Jewelry** Go to <http://www.silpada.com/public/> then select “Contact Silpada” from the tool bar and click “Find a Representative.”
- **Watkins Natural Gourmet** Call 1-800-928-5467 for help finding an associate.
- **Jockey Person to Person** Find a Comfort Specialist at [http://www.jockeypersontoperson.com/find\\_consultant.cfm](http://www.jockeypersontoperson.com/find_consultant.cfm).
- **Pampered Chef** Find a consultant at [http://www.pamperedchef.com/join\\_us/info/request\\_info.tpc](http://www.pamperedchef.com/join_us/info/request_info.tpc).
- **Mary Kay** Find your consultant at <http://www.marykay.com/locator.aspx>.

\*Check the Direct Selling Association website for a list of almost 200 companies at <http://www.dsa.org/forms/CompanyFormPublicMembers/>.

## Host a Direct Sales Home Party

Select one direct sales company from the list above & find a local representative who would be willing to give the party host commission in the form of a cash donation towards your fundraising efforts. You may not be able to do this with all direct sales companies or representatives so try contacting a few.

If you want to host a certain type of party and are not able to receive a cash donation, another option would be to use the commission you earned to pick out products you could use for an auction or raffle.

## Christmas Gift Wrapping Service

Christmas Gift Wrapping can be a fun and easy way to raise funds for your group. You must have plenty of volunteers and a highly trafficked place to set up your booth.

**Time Involvement** Schedule three people in two hour shifts. Check on their availability starting the day after Thanksgiving when people begin their holiday shopping experience. Then conduct this fundraiser right up until Christmas.

**Market Your Service** The key to large amounts of traffic will be to set up shop in a mall or strip mall area. Your first approach to a store manager should be in September or early October as they are planning for upcoming holiday sales. Ask the store managers to post your flyer at the cash registers or entrance and to send their customers to your booth if they do not have their own gift wrapping service.

**Get The Wraps** Finally, search out for wholesale gift wrap suppliers and choose a couple of dozen papers and complimentary ribbons. Ask your local party supply store for the names of their vendors or search the internet for wholesale suppliers. Get colorful children's paper, single colors, gold or bronze or silver wraps, and also elegant type papers for use. Have name tags and greeting cards so gifts can be personalized. It is also advised that you have various sized boxes for sale or use. Check with local furniture and electronic stores and ask them to save various boxes that they receive merchandise in.

## Christmas Tree Walk & Soup Supper

Ask individuals, business owners and organizations such as 4-H groups, church groups to provide a decorated Christmas tree with whatever theme they chose to do. Trees can also be bought by sponsor organizations that donate them to be auctioned off the night of the event; these should be placed in a central location. The rest of the trees are just to be displayed for the evening of the event. As long as there is enough light to provide a safely lit walk, turn off ceiling lights just had all of the tree lights lit. Charge an entrance fee appropriate for you venue & crowd; consider making discounted admission prices for children.

For dinner serve soups along with a variety of desserts which many volunteers donate. Charge per item offered for dinner, a flat dinner rate or incorporate the price into the overall admission. Consider expanding the raffle to other prizes & sell tickets in advance at local businesses like bank and grocery stores and during the soup supper.

Plan your event to take place right after or before another prominent community Christmas event in order to get the extra traffic at your fundraiser of people who are already out & about.



## Old Christmas Tree Pickups

When Christmas is through, what do you do with your old Christmas tree? You normally offer it to be recycled into mulch by your city. Disposing of their old Christmas tree becomes a big hassle for most people. Sometimes they are required to haul it to the recycling area miles away. Don't forget the mess of those dry needles that fall into the car backend or truck. Have your team save community members this hassle & organize an old Christmas tree pickup drive.

**Arranging For Pickup** The easiest way to arrange for picking up the old Christmas tree is when you sell the tree to them. At the tree lot have your calendar ready. As someone is handing you the money for their new tree ask them if they want you to pick up your old tree and take it in for recycling. Another great way for arranging pickups is to print flyers with phone numbers and days for two weeks following Christmas and New Years. Some areas of the country leave their trees up after New Years. Place these flyers on car windows at shopping centers and malls from two days before Christmas through New Years Eve. Make sure to include an announcement in the local news media. Put all of the information up on your group's website. Announce your website on the radio and that you are willing to pick up old trees.

**Pricing** Offer \$5 to \$15 per tree pickup or offer pickup for a donation. The donation method will more than likely only bring in about \$5 per tree, but some residents will give \$10 to \$20. It might be good to experiment during the first year to find the best pricing structure.

**Pre-Arrangements** Contact a local "tree surgeon" or a tree service and make a request to have them reserve a truck with a shredder to follow you around to areas within a small geographic range or for those outside the city, arrange for a couple of men with large trailers to drive around picking up trees. This would be a request for donating their services and equipment for free to your group. Most landscaping companies have a shredder and limb grinding truck in their fleet.

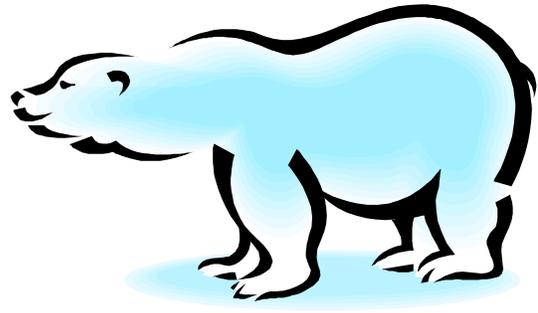


**Other Methods To Get Customers** When nearby a scheduled pickup, offer the next-door neighbor (that has their tree to be picked up by the city) to pick up their tree for a small donation. Do this during the day of activity that you are picking up your trees.

**Sell the Mulch** Finally, pile up the mulch for sale to the general public and even landscaping companies. Sure there will probably be some tinsel in every tree, but this will oxidize fairly quickly.

## Polar Bear Plunge

This fundraiser will only work when the weather is cold, so it's not for every location, but it's sure to be a chillingly good time. A polar bear plunge means, quite simply, that people don bathing suits in biting cold weather and dive into the ocean or an iced-over lake. It's an event in which there is no limit on the number of people who can participate. It's also a great way to inspire competition between different groups, businesses, teams or schools. Competitions always draw a crowd.



**Raising Money** Once you have selected a date for your polar bear plunge, you will want to start to get the word out as soon as possible. Send letters to local businesses, schools and other groups. Encourage them to form teams. The more people on the team, the more money the team will likely raise. Individuals should also be encouraged to enter. Have prizes for both the team and the individual who raise the most money. Each participant should gather sponsors. People don't mind donating money to a great cause, and when they learn that the person asking for a donation is willing to jump into freezing cold water, they will likely be inspired to dig a little deeper.

Sponsors for a polar bear plunge normally agree to donate a set amount if the person actually gets into the water. You may elect to have rules such as the person must go completely under or must stay in for 30 seconds. Some participants will surprise everyone by swimming around as if it were 90 degrees! You may also charge each team and individual an entry fee. You can supply some sort of token gift for participating. A t-shirt or towel with the event name and date are perfect choices. Check with local businesses to see if they would be willing to donate the shirts or towels in exchange for being named as a sponsor.

**More Benefits** Polar plunges almost always make the local news, so in addition to raising money, you will also be getting some wonderful exposure for your group. You may opt to have hot chocolate and hot coffee for sale as both the participants and the observers will be in need of a way to take the chill off.

**Other Concerns** Safety is important, make sure to have lifeguards supervise, speak with local officials about necessary permits & have participants understand they're participating at their own risk. If children want to participate, you will need to have a signed consent form from the parent, and may insist that parents of minors be present at the event as well. A polar bear plunge fundraiser is going to be the talk of the town, and will certainly get the name of your group before the public eye.

## Chili Cook Off

Ask if you can do a fundraiser in a special Grand Chili Cook Off contest at work or school. A lunchtime fundraiser will boost employee morale and won't take up work time.

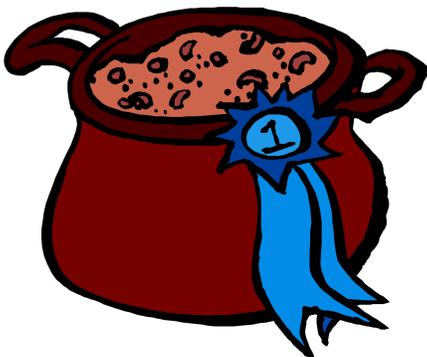
**Contestants** Sign up fellow employees as contestants to cook their own special recipe. Challenge people and have them sign up even if they don't have a special chili recipe. They can find a great recipe from the internet, family or friends. You'll be feeding other employees, so plan for each contestant to feed 5-10 people depending on your office size.

**Judges** Have a contest one week to choose your judges. Put names in a hat of those that want to participate and then choose 4 to 6 names then have the panel of judges to come up with a few blue ribbon awards like "Hottest Chili", "Most Bizarre", or "Best Tasting."

**Sign Up Tasters** Have a sign up form so that all employees or members can sign up as an "Official Taster". This allows the fundraising committee to know how many drinks, napkins, and plastic dinnerware to have on hand. You may allow the Official Tasters to bring their suggested donation when they arrive or sign up. Make sure that you have plenty of change on hand. You might suggest what a normal meal would run \$5.00 to \$7.00. Suggest a dessert when they are paying so that this will provide additional revenue.

**Committee Assignments** The following jobs should be assigned:

- **Cashier** - this person will be at the door taking "suggested donation" for the Chili Lunch, get plenty of change before hand, and account for all monies after the event is over.
- **Publicity** - this person will handle getting out flyers for the announcement, sign-up forms, sending a reminder to all contestants and attendees one week prior to the event, and sending a thank you to the appropriate people after the event.
- **Site Setup** - this person will be in charge of decorations at the event; setting up tables, chairs and kitchen supplies; providing a stage, microphone and cashier's booth at the door; and other general event arrangements.
- **Chief Cook** - this person will assist all contestants to secure the proper cooking and serving utensils (each cook should bring their own), help with setting up the contestants serving area and providing any extra dishes like desserts and drinks. The overall winner of this year's event will be next year's Chief Cook. This will serve as incentive to keep this fundraiser as an ongoing effort.



## Mardi Gras/New Orleans Style Event

The basic premise is fairly simple - a fun night where adults can enjoy good music and great food while letting their hair down with some outrageous costumes and the requisite major bead necklaces.



**Getting Started** You'll need a large meeting hall with room for live music or at least a DJ booth. Use a local party rental shops for tables and chairs, etc. and book everything you need well ahead of time. Contact a local restaurant with New Orleans style food with a partnership offering - they provide the food at a reasonable cost and get some great exposure to potential patrons. You might also want to look into conducting a live Cajun cooking demonstration if local regulations permit it. Arrange for music with a Mardi Gras flavor and if you can find a live act, feature them in your promotional activities.

**Fundraising Tips** There are lots of ways to raise money at your Mardi Gras Fundraiser. Price your admission tickets to cover all your expenses. Consider offering two different price levels - with dinner and without. You can add a wine tasting to your event where guests pay extra to sample wines with a New Orleans link. Include a cash bar provided local regulations permit one.

Approach local business for items to auction. For the more expensive items, conduct a silent or live auction. You can sell raffle tickets for a grand prize drawing at the end of the night. You can also offer multiple prizes which allows you to price the raffle tickets higher and raise more money. Raffle tickets can also be sold before the event with winners not being required to attend.

**Publicity** Put together a press release announcing your event and get it to all the local newspaper, radio, and television stations. Highlight your theme, promote your cause, prominently feature your restaurant partner, and play up your live band. Be sure to provide full contact information as well as who, what, when, where, why, and how of the event. If you're doing pre-event raffle ticket sales, mention that as well. Follow up your press release distribution with a phone call to the top media outlets. Ask for the person who screens them, such as an associate producer at a radio station. Try for some on air coverage with a unique newsworthy angle.

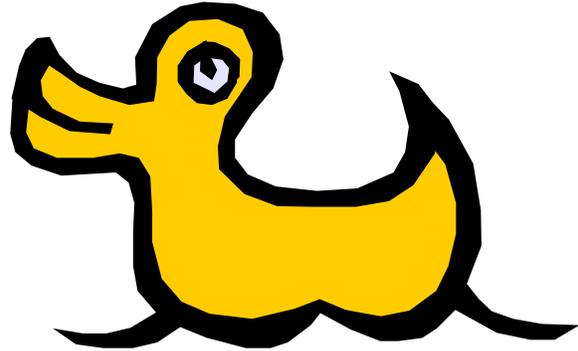


## Ideas for Spring & Summer

### Duckie Race

There is nothing quite like a group of rubber duckies floating down a river. Pick a day to host the race, then advertise with flyers, posters, local media, and consider building a website. Rubber duckie races can generate a lot of attention.

You'll want a large number of ducks and a body of water to float them down. A river with a nice current would be perfect. Get a roll of raffle tickets and mark the bottom of each duck in permanent marker with a corresponding number. Sell the raffle tickets and let people know there is a rubber duckie with their number on it. You can start selling the duckies prior to the event.



Set up a starting line where all of the duckies will be dumped into the river at once. You may want to find large boxes or crates to dump them from. Encourage people to watch along the racecourse. Have spotters in waders along the way to help any ducks that get stuck. Set a finish line and award prizes to the first 10 or 20 ducks, or however many donated prizes you have. You may also want to award a lame duck prize to the one that comes in last place. Make sure to collect all the ducks you release. You don't want to pollute your local waterways! You may want to stretch a rope across the river with floats on it as a derrick to catch the ducks and keep them from going further downstream.

### Spring Planting

If your teammates have green thumbs, then they can offer their services to the community for fundraising. Spring, after all, is the time to re-grow and landscape gardens. If you can assemble some volunteers who love tending all things flora, you can organize groups of teams to go out into the community and help plant flowers, shrubs, and trees for individuals and businesses in exchange for donations. Remember to tailor your offering to the specialties of your volunteers – some may be great at the physical labor aspect while some may be able to offer a true sense of creativity in arrangements.

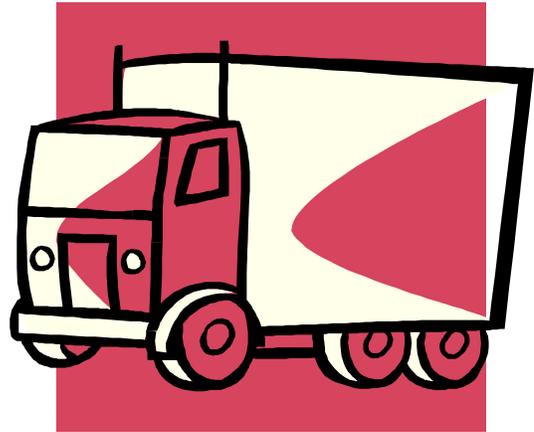
## Staffing a Concession Stand



Approach local athletic and entertainment complexes to see if they'll allow your group to staff their concession stands at an event. The venue should give your group a flat rate for the event or a percentage of the sales you make. You can find these opportunities at any level, community facilities up to major league and large entertainment complexes.

## Junk Tow-Away

Here's a simple idea that can raise funds in a number of ways. When it comes time for spring cleaning, many people make special arrangements with the garbage company to tow away old furniture, appliances, and other items that are no longer wanted but often still usable. With a large truck, your organization can help people's spring cleaning by picking up these unwanted items for a donation. Then, you could do one of a number of things with the items: donate it to Goodwill for a tax write-off, assemble them for your own organization's yard sale, or bring them to consignment shops and markets for additional funds.



## Squeegee Day



Ask people at a local drive thru to donate money to have their windshields washed. Have one person at the beginning of the drive thru asking the person if they would like their windshield washed as a donation. If they say yes, the volunteer places a pamphlet under their windshield wiper. Once they get to the front of the drive thru and they have a pamphlet under their wiper, two people wash the windshield. See if you can have the squeegees donated as well as the windshield washer fluid, which you should mix with half water.

## Car Wash

This is one of the most used and recognizable fundraisers. It is very simply known as the Car Wash. You will want to find a place to have the car wash at. There needs to be a source of water that you can use. A school, gas station, or church on a busy main road would be a good location. You will need to have all of your own supplies, such as a garden hose, buckets, sponges, towels, and car wash soap. Pick a date for your car wash, and plan a rain date as well. A rainy day would completely ruin your car wash. Make signs for members of your group to hold by the street to bring in the cars. Advertise with flyers, your city's cable station, and in your local newspapers. Charge a set amount for a car wash, or accept donations. You may earn more by leaving it up to each individual. Have some small bills on hand in order to make change. Most of all, remember to have fun. Your proceeds will reflect it.



For some reason summertime and car washes seem to go hand-in-hand just like the song says. So if you need a summer fundraiser, why not make it a car wash? As the motors get revving this summer, it seems like everyone wants a clean car to cruise around town in. Fundraisers that provide those donating with a service are typically very successful. Now a car wash fundraiser will be the most successful if your group or organization has a large base of teenagers or adult volunteers, which means it's ideal for high school groups and teams of any kind—especially the football, basketball, baseball, soccer or cheerleading squad. However, church youth groups and other group organizations that have access to teen volunteers will do just as well!

**Setting up your Car Wash** The great thing about a car wash fundraiser is that it takes very little planning—and you can do it in almost any empty parking lot. If your organization doesn't own a building with a large parking lot, you will want to approach locale business owners to use their lots. Before you do, remember that the most desirable areas will be those with easy access and high traffic. So choose a lot that's based in the city center, one with adequate room so that cars can line up and one that participants can enter and exit easily with their automobiles. A church parking lot will usually work best on any day but a Sunday, as church service won't be hindered in any way, and the lot will likely be empty.

**Calling all Volunteer Scrubbers and Buffers** Ideally, your volunteers will be largely made up of your youth group or team. However if you are also recruiting parents, be sure to give them adequate notice—typically groups will send home a flyer detailing the event and the need for volunteers a month in advance. You can send home a follow up reminder in the monthly parental newsletter, and follow up with interested volunteers via a phone call a week before the event. Ask that all volunteers commit to a two hour time slot, and create a rotating schedule so that washers get a large break from the heat.

Ideally you will have enough volunteers to assign each a two hour work shift with no repeats, so they don't get worn out.

**Car Washing Supplies** If you're planning to use a church parking lot, ask for permission and ensure that the building has an exterior water supply. You may have to provide your own hoses in addition to the following list of car wash essentials:

- Soap
- Sponges
- Rags—dry and wet
- Towels
- Windex
- Steel wool pads for tire shining
- Wax
- Buffer chamois
- Bristol board and markers for signs (post volunteers on the street to wave cars in)
- Fanny packs for all volunteers to collect keep money
- Change cash flow

**Dress for Success** The key to a successful car wash is being well prepared, and that means happy and comfortable volunteers. Ask all volunteers to wear waterproof clothing, or attire they are willing to get wet and possibly dirty.

**Asking for Sponsorship** Also ensure that you have water and snacks for your volunteers. Washing and buffing cars for two hours can be strenuous physical labor. Add the fact that your volunteers are likely working in an open parking lot without much shade from the sun and exhaustion could spell disaster. So providing drinks to ward off dehydration, and snacks to provide some extra energy is vital to your event's success. Providing sun block, or at least asking washers to bring their own, is also very smart. You can ask for snack and drink sponsorship via your local convenience or grocery store. Many are happy to lend helping fuel if you agree to mention them as sponsors—especially if your event is being covered by the local press. You can even give them the opportunity to set up a vendor booth and sell food and drinks to those getting their cars washed

## Scavenger Hunt

Individuals and/or teams pay an entrance fee to take part in the scavenger hunt. Each team is given the list of items they need to find and very detailed instructions about what is – and is not – allowed. Each person or team must return to the starting location by a specified time. Anyone returning even one minute late is disqualified from being the winner.

A winner is selected from those who returned by the specified time based on who found the most items on the list. If there is a tie, the winner would be the person or team that had the most items and returned to the designated location in the least amount of time.

It's a good idea to assign each item a point value based on how difficult the item would be to find. For example, "one unused burger wrapper" is going to be easy to locate, so that item would be a low point value. On the other hand, "a business card from a local police officer whose name starts with the letter M" would be more difficult to find and thus would have a higher point value.

To increase ticket sales (and fun), you may consider doing a scavenger hunt/pizza party. At the end of the hunt, all participants will stay for pizza and dessert. Obviously, you will want to significantly raise the price of the tickets if you choose to serve food.

This event requires some preplanning, but not a large investment. Keep in mind that there is some initial investment if you choose to serve food.  
What you'll need for this event

- \* A list of items to be found. This list should be long and should include items that are easy to find and items that are difficult to find. To make things really interesting, you can require each team to bring along a digital camera. Then include items on the list such as "a photo of one team member in the ocean" or "a photo of two team members sitting in a fire truck". Use your imagination, and make a list that will turn your event into a memorable day that your community will look forward to all year.

- \* Food (if you choose to serve food). Keep it simple. Pizza and soda is always a winner.

- \* Designated starting and ending locations and times. A church or school works well as there is usually a large hall where each team can display their items after the hunt.

- \* A team of judges. The judges will need to visit each team after the hunt, verify which of the items they have collected and calculate the number of points earned by each team.

## Flamingo Flocking

Purchase 10 pink plastic flamingos (lawn decorations). Pick 10 yards in your community to be the lucky recipients. Attach cards to the flamingoes' necks with a phone number along with all the pertinent information regarding your group. State that for a \$10 donation, the flamingos will be removed but for \$15 they will be moved to the lawn of their choice. Make sure you also place a sign that has a contact name and phone number among the flamingos for those who drive by and would like to have the flamingos placed in a friends yard. (Also give the option to simply pick up the flamingo gratis, since some people have no sense of fun.) It takes some organization, but is lots of fun. An additional fundraising idea is to sell "Pink Flamingo Insurance" for \$10 to protect yourself from the invasion of these pink pests.



**Sneaky Flamingos:** One fundraiser that my youth group did was to have people (most often parents) sign up to pay \$X for X flamingo's placed IN the yard WITHOUT being caught. Kids really got into it year after year dressing in cammies, sneaking into back yards, using the help of a neighbor or using distraction tactics for suspecting parents. Parents really like to get involved as well waiting out in their lawns with a garden hose or some other scare tactic. The event goes for several days without the parents knowing which house would be bombarded next. Though they knew their kids were out with the youth group and knew that they were posting flamingoes, they didn't know which house would be hit that night. Eventually, parents generally donated the money regardless for the sheer fun and enjoyment of the activity for both them and their children. You could even keep it a secret as to what dates flamingoes will be posted, but it's up to you!

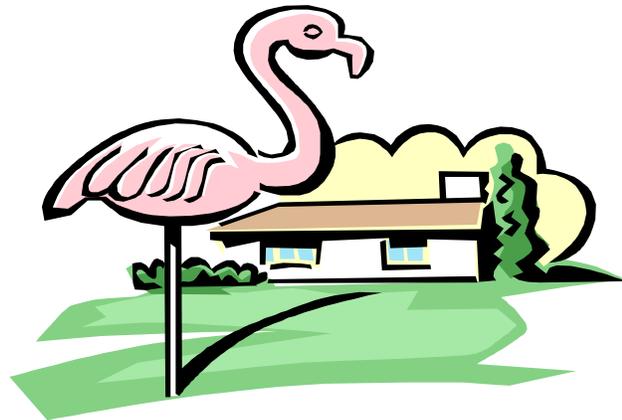
**Fundraising Variation 1:** Send everyone in your organization an announcement on pink paper about your Pink Flamingo fundraiser. Word your announcement something like this: A Pink Flamingo May Visit Your Family! On May 22, the youth group of [your organization] will conduct it first annual Pink Flamingo Fundraiser. We have several lovely pink flamingos, one of which may end up on your front lawn. We have divided the [church, school, etc.] into four Flamingo Areas. Inside each pink flamingo is a list of the names and addresses of church members living in one of the Flamingo Areas. On the appointed day, the youth group will plant each of the flamingos on the front lawn of one family from the Flamingo list. If the flamingo ends up in your front yard, you then - pledge a donation to the youth group, cross your name off the flamingo list, replant the flamingo in the yard of someone whose name has not yet been crossed off the list. The flamingo may not remain in the same yard for more than twenty-four hours. It is not necessary to follow the order of names on the list. HOWEVER, if you do not wish to see a pink flamingo on your lawn ever, you may buy Insurance for the Prevention of Large Pink Birds for only ten dollars. See any member of the youth group to purchase insurance. Purchase deadline is May 15.

**Fundraising Variation2:** Hold a good ole fashion flocking at your office. Make cut-outs of pink flamingos and charge co-workers to flock other people's offices or cubes. Take the cut-outs or plastic flamingos and decorate the flockees area. You can charge \$1 per flamingo, which will generate tons of money for your team. The bigger the flockin', the better.

**Fundraising Variation3:** Get a bunch of pink flamingos (we paid \$5.99 for six flamingo driveway reflectors through Oriental Trading Post) Other resources might be Wal-Mart - I've been told that they can order them for you in the Spring; some garden stores also have them in stock or can get them for you. If you decide on the large plastic birds, expect to pay about \$10 for 2. Put the flamingos in a church member's yard. The idea is that the yard will look so hideous with the pink birds that the church member will be more than happy to give a donation toward the fund raiser to get them out of there. Some options to consider are:

- \* pre-sell flamingo insurance to prevent yards from getting flocked;
- \* when a church member gets flocked, they get to pick the next victim; and
- \* have a map at the church that charts their progress.

We found this fundraising idea to provide benefits far beyond what was expected. Letting the member whose yard is flocked chose the next yard included far more members than we expected. Not only members who attended worship every Sunday were flocked - we used it as an outreach tool. We flocked people who rarely attended, or who had only just started visiting! We discovered that no one was willing to be



the last one to pass them on! Everyone was interested in where the flocks were (we had four flocks out). Conversation between members on Sun. morning usually started with, "I saw the flamingos in your yard...." The birds really brought the "family" together. And we even heard, "I'm glad they came to our house. I thought we were going to be left out."

Allowing for fundraising donations instead of a set fee increased our income. The average donations was \$25, but donations actually ranged from \$10 - \$200! We were able to raise close to \$2,000 for our summer youth servant trip. Give it a try - we had a great time with the cute, pink, little birds!

## Sidewalk Chalk Art Show

Want to conduct a fundraiser on the fly that will not take a huge amount of preparation? A Sidewalk Art Show is a novel way to raise money that'll attract a lot of attention.



**Start With Your Talent** Regardless what age category your group belongs too, you've probably have some talent to draw some great images on the sidewalk. At one of your meetings, have a brain storming session to think of simple yet colorful designs. Put these designs all down on paper and choose the best looking ones.

Don't limit your designs to your own sketches. Try looking through stacks of magazines and newspapers to get some ideas. Get designs from Clip Art books. Get some art students from the local high school or college to lend you a hand. Talk with the teacher or professor and suggest that she offer "extra points" to their students that participate in your Sidewalk Chalk Art Show. Get as many of these artists as possible.

**Pick Your Location And Time** To get the best response to your efforts you must put on your art show in a high trafficked area. Allow plenty of room to draw sketches on sidewalks and parking lots. If you do this in a parking lot, get the store manager, school superintendent, or pastor to give you permission to use a certain area. Make sure that you cordon off the area for safety. Conducting your Art Show outdoors will require you to keep an eye on the weather. Definitely try and get under the eaves of a strip mall or other sheltered area if possible. Also, plan for an alternate rain-out day.

**What To Draw** Gather images to duplicate that'll appeal to different ages.

- For Kids - Get images that have "smiley faces", dolls, choo-choo trains, fire trucks, police cars, etc.
- For Teenagers - use more of a "graffiti" type imagery, use some of the more popular symbols like hearts, crosses, band instruments, footballs, baseballs, basketballs, jazz, tap, gymnastics, etc. Usually these symbols will indicate the extracurricular activity that they are involved in. Be sure to add the number of their team that they are a part of.
- For Adults - you might try caricatures or even a little more serious work that portrays your customers better. Be creative in capturing the customers wishes. Maybe, these adult contributors have a picture of their grandchildren in their wallet or purse and want that picture duplicated in Chalk Art. That way the will be available so that they can send the relatives to see it.

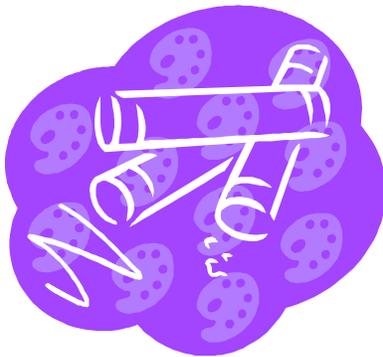


**What To Charge** You will have different price structures for you drawings. Your goal is to take orders from passers-by. Also, send out flyers in the area to bring people to your amazing art show.

- 50 Cents - design a customer's name done in a unique font and in several colors that they choose.
- \$1.00 - A name and a simple graphic image selected by the customer.
- \$3.00 - A caricature of the contributor.
- \$7.00 - Two caricatures of a couple with their names.
- \$10.00 - 4' X 4' Postcard with several features that includes a message to someone that the customer want to dedicate to.
- \$10.00 - More serious looking portrait or landscape.
- \$3.00 - Picture of their artwork. Charge this for taking a picture of their purchased artwork so that they can keep it and show others. Make sure to get as close to the artwork as possible when taking the picture.

Think of all of the publicity that your group and the manager of the location of your show will garner. This is definitely the kind of event that will get the media out to get you on film or print.

**Alternative Funding Possibilities** While you are at it, provide some additional ways of raising funds since you will be attracting a good bit of attention. There may be people that come to look, but not buy any artwork. However, they may buy a soft drink or snack. You can get corporate sponsors also. Get their logos and graphics and draw their images. Draw a caricature of their CEO and have it presented to him or her in a snapshot and they will be your sponsor for each year after that.



**After The Day Is Done** Make sure that you provide a way to clean up after you are done. This is simple with chalk, because it will wash away with water. Make arrangements to wash the parking lot or sidewalk after the stores have closed and it will not inconvenience customers. Get biodegradable soap and a few broom scrub brushes to clean up your treasured art work. This is probably the hardest chore for the whole day's work. It is very hard to eliminate the work that you've created. Then there's next year. Make sure to get the names and addresses of all of your helpers so that you can invite them to help next year.

## Unique & Fun Ideas

### Musical Request War

This usually takes place at an establishment with live band, musician or a DJ. Guests can request to hear a song for \$1 and other guests are allowed to override that request for \$2. Depending on the establishment it may be appropriate to raise the prices or lower them.



### Pay to Play Game Party

Guests pay to enter a party, at a rate that covers the price of snacks and refreshments & then pay a fee to play one of the games. They can play that game as much as they want but they'll have to pay again to play another game. Prices should be adjusted according to food, venue, and selection of games.

### Bingo Night

**Getting started** A bingo fundraiser is very easy to put together. All you need is a large room with lots of tables, bingo supplies, and a caller. Select a night, publicize your event, and you're in business. Stock up with bingo cards from [JackpotBingoSupplies.com](http://JackpotBingoSupplies.com) or go to [BingoCardPrinter.com](http://BingoCardPrinter.com) to print your own cards.



**Bingo fundraising** There are many ways to raise money with bingo games. Just be sure that yours comply with local regulations regarding games of chance. One common approach is to charge a small amount such as \$1 per game or offer unlimited games for \$20. Winners then select from a variety of small, non-cash prizes.

Another approach gives tickets to winners. Then winners can redeem winning tickets for different levels of prizes. In this format, single ticket winners select from one prize category while multiple game winners select from higher-value prizes.

A third approach is to raffle off prizes to all winners using a double ticket system. Each time someone wins a game, they get half of a ticket pair and the other half is placed in the raffle drawing, each winner is guaranteed a prize, but some prizes are worth much more than others.

## Dessert Extravaganza

Announce it as a Gourmet Dessert Extravaganza. Call it what you will, but make the name just as delicious as what attendees will envision. A Dessert Extravaganza should be something where people will pay to get a taste of exotic and unique desserts. Charge from \$7.50 to \$15.00 per plate.



Your big choice will be in the atmosphere that you create and who you will cater to. Will you offer a "black tie" event, a casual evening, or somewhere in-between. Do you want to keep it limited or open up to the public at large. Perhaps your first year should be fairly limited with a casual coat and tie attire atmosphere. This will make your event a huge success among community leaders who will be the likely attendees.

Start looking for chefs, bakeries and restaurants at least six months prior to your planned date since this will be your most crucial factor in putting on a successful dessert extravaganza. Remember, you are getting each dessert donated. Start with local upscale restaurants in your town. Don't get desserts that people can get anywhere.



Ask the owner or head chef to schedule their calendar so that they will be there to serve the attendees. Why is this important? Attendees get a chance to meet restaurant owners and chefs that are mentioned many times in your local newspaper. Expect that many of your participants have not eaten at some of these restaurants and this would be a great time for the owner or chef to invite your attendees back to their restaurant for another taste. This time for the profit of the restaurant. For this reason, many restaurants will pull out all the stops to offer the very best that their restaurant have to offer.

The location should be at a central spot and hosted for minimal cost. Perfect sites that have little or no cost are courtesy rooms at local hotels, colleges or large high schools. If at a hotel, ask for the room free if they would act as a corporate sponsor in exchange for advertising.

**The Dessert Menu Booklet** Create a Dessert Menu, with the specialty desserts of each restaurant or catering company listed. Include the restaurant logo and any pertinent information like the chef's name, owners name, phone number, and address. Place a city map with each restaurant location indicated.

Your Dessert Menu should be more like a booklet, because it will highlight more than just desserts. Plan to make money with advertisements and coupons from your participating restaurants, chefs, and other affiliated businesses. Affiliated businesses may include cooking utensil shops, cake shops, bakeries, fast food restaurants, and more.

Grocery stores and department stores may choose to give items for door prizes or as a special coupon that will attract people into their store. Many times fast food restaurants prefer to offer coupons that may eventually attract diners into their site.

Local network marketing entrepreneurs can offer coupons and door prizes as extras. Offer advertisement space for extra cash or extra items provided. Have several ad sizes. For a 125 X 60 cm ad charge \$25, a 125 X 125 cm ad charge \$50, and for a 125 X 250 ad charge \$100. For coupons, use the 125 X 250 size with dashed edges and make sure when printed that there is nothing of importance on the reverse.

Include a page on the history, yearly highlights, and mission purpose of your organization. List your board of directors and their board position. Print an open letter to all attendees from the president of your group as well as a letter from the mayor or other celebrity connected with your group. Include autobiographies of famous local chefs that are present (this alone may entice these chefs to be present).

**Atmosphere And Display** Plan to have desserts displayed on covered tables lining the interior of a large room. Ask a local florist or home decorator or talented volunteer in your group to decorate each table where the desserts will be placed. Have a placard on each with the dessert name, restaurant name, key ingredients, and chef's name. The fancier in appearance the better.

Have an atmosphere where you introduce the talents of local musical artists for the listening enjoyment of your attendees. Local pianists, church soloists or quartets, ensembles, or symphony groups offer their talents for your cause. Make it soft and contemporary. To break up the music, consider asking a local comedian or little theatre group to give a brief performance of an upcoming act. They will be glad to use this time to advertise their upcoming act.

**Dessert Types** Offer different desserts including pastries, exotic candies, pies, cakes, unique cookies of many types. Allow each restaurant to choose their specialty. As you build your dessert list, let each chef know what others may be bringing. That way you don't have an overloading of mousse and cheesecake or too many chocolate flavors. Diversity is one of the keys to the success of your evening. Consider desserts that can be portioned in small quantities without being torn up.

. Offer punch, spiced teas, specialty coffees, or other drink to complement your food. Make sure you and your volunteers enjoy your event too. That way you will look forward to each year's dessert extravaganza.

## Casino Night

Events like these often include live entertainment, a catered dinner, live and silent auctions, sponsorships, ticket sales, tax deductible donations, and a host of other details that require plenty of advance planning. A Casino Night is a great excuse for adults to get all dressed up and have fun, so turnouts are impressive.



**Getting Started** You need a strong crew of volunteers with a passion for getting things done. Group the tasks by category and divide them up by skill set of your volunteers. It's best to have them work singly or in pairs, partnering veterans with newcomers. Having too many people assigned to a task just slows it down.

The only exception to that rule is in seeking donations of auction items. Have everyone call or better yet, visit their contacts to ask for their help with donated products or services. Seek out things with a true "Wow" factor to generate a strong buzz of excitement around your auctions.



For your games of chance, contact party supply and equipment rental firms. In major metropolitan areas, there are also companies that specialize in supplying this equipment and many even supply staff to run the games, deal the cards, etc. Make sure you have all permits well ahead of time. Some jurisdictions have special restrictions on gambling-related activities even when they are for charity and don't involve cash winnings, so research this carefully.

**Raising funds** A Casino Night fundraiser offers dozens of ways to raise funds for charity, including silent auctions, live auctions, raffles, poker tournaments, individual sponsorships, corporate sponsorships, cash bar, gourmet catered dinner, and ticket sales.

Set your ticket prices high enough to cover all your expenses. In some instances, a high-dollar ticket price makes the event exclusive and will help attract a wealthy roster of supporters. You can price tickets differently for those who might not want a catered dinner or gambling chips included. Some people won't and you do want as many people as possible attending and bidding on your auction items.

To boost ticket sales to a black-tie affair, you'll want your meal catered by a trendy restaurant that has a certain cachet. Good press coverage mentioning society and celebrity attendees will also help sell out your fundraiser.

**Publicity** Besides publicizing your Casino Night fundraising event in your newsletter, by email, and through word of mouth, to get a big turnout, you have to get media coverage.

Put together a press release summarizing the highlights of the evening and emphasize why you are raising funds. Include details on the entertainment, the sponsors, prominent attendees, your best auction items, etc. Include full contact information as well as the obvious information such as place, date, and time. Send it to all the major media outlets in your marketplace well ahead of your fundraiser. Include a group photo such as the organizing committee or your group's board of directors.

## A Night at the Races

Have people represent horses, set up a course/track with spaces they can move up as dice are rolled to see who progresses forward. You need: Six horses (6 sides of a die), 2 dice, 1 host & a lively crowd to name the horses & "place bets." Set a price for betting & get prizes to hand out to winners.

Try a fun variation of racing by renting a racing game from Circus Time Amusements, call 800-923-4386 or visit <http://circustime.net/> and click the "Day at the Races" link on the right hand menu to check out other options.

