

# Helpful Hints for Fundraising Success

## Start with People You Know

Develop your gift of “ASK.” And begin with people you know! Make a list of every potential sponsor: aunts & uncles, grandparents, friends, teachers, co-workers, mechanics, doctors, people at church... You will never know who would be willing to assist you unless you “ASK!”

Once your acceptance for the Impact Tour has been confirmed, Shining Light will provide you with a sample letter that explains the extraordinary opportunity you have to volunteer with this team. The letter will also inform your potential sponsors on how to best provide a donation to assist you in raising support.

---

## Be Persistent

The most common mistake is to give up after the first response to your “ASK” is not positive. Realize that there will be many “no’s”, but just a few “yes’s” are so very helpful! There are plenty of people to ask – don’t give up!

---

## Work With Others

Find out if there are others from your school participating in the Impact Tour, and then put your heads together to create a fundraising event or campaign on your campus. Nervous about asking people for financial support? Visit professors or local businesses together. Collaboration goes a long way, and let’s face it – bake sales are just no fun by yourself.

---

## Say “Thank You”

Remember to thank everyone who sponsors you and assure them that their donation is well invested. Begin with a positive attitude and keep it throughout this process, and you will be off to a great start to raising your support. This ministry opportunity is way outside the box for many people - hearing your passion and excitement will make the difference!

---

## Fundraising Ideas... *And there are many more!!!*

1. Send Letters for Support to family and friends
2. Church Missions Committees or similar groups. Give a short presentation of what you’re preparing to do or walk them through the SL website at a meeting. Let them know what you hope to gain from this experience and how they could assist you in this unique opportunity.

3. Matching Gift Donations – Many companies have a ‘matching gift donations’ program where they will match or double the contributions of an employee who gives to a non-profit or service-oriented organization.
4. Fundraising Websites allow you to go beyond your immediate contacts. Websites like [GoFundMe](#) and [YouCaring](#) allow you to set up a profile/project page and have people donate to you through these sites. Think of it like your personal blog.
5. Search the web for more interesting ideas on how to raise the support you need!