



## FUNDRAISING IDEAS

### EVERY LITTLE BIT HELPS...

Many students have found that it is possible to raise part of their program fee through individuals, service clubs, and businesses within their community. There are many people out there who recognize the work of organizations such as Up with People and contribute to see that students from all over the world have the opportunity to expand their horizons.

Most alumni over the last forty years have successfully raised money with fundraising projects such as raffles, benefit dinners, car washes, walk-a-thons, selling crafts and other creative ideas.

The following section is designed as a reference guide to help give you fundraising ideas so that you can become proactive in your community. The effectiveness or suitability of the following ideas to raise funds varies depending on both the country and community in which you live. These suggestions have been developed based on the practice of philanthropy (the active effort to promote human welfare through the volunteering of time or giving of gifts).

Throughout the years, we have seen the scope of the fundraising spectrum. Some students raise \$50.00 while others raise the full \$11,800.00. We encourage all of our students be proactive when fundraising and earn the funds necessary to participate in this exceptional global education program.

### PLEASE READ AND USE ANY OF THE FOLLOWING FUNDRAISING IDEAS. THESE IDEAS HAVE BEEN USED SUCCESSFULLY BY STUDENTS IN THE PAST:

**Dinner at Home** = Invite your friends over for a nice dinner and ask that they “pay” for the meal to help you raise money. Charge them more than it costs to buy the food and use the rest of money towards the cost of the program.

**Corporate Matching Gift** = Ask your company to match the amount of money donated by your fellow employees. Also, ask your parents/friends if their company offers matching gifts.

**Corporate Sponsorship** = Identify one or several large companies and contact them directly to see if they would be willing to partially or fully sponsor you.

**Garage Sale** = Gather everything that has been hanging around the house that you don't need. Ask your friends to do the same and put it out in your front yard to sell, sell, sell!

**Bake Sale** = Become a busy baker and ask your friends to do the same. Hold a bake sale! You could do this in conjunction with a garage sale since you'll have people around anyway.

**“Extra Change in My Pocket”** = Create little boxes for your friends and family and have them place it on their dresser. At the end of the day, they can drop spare change in the box!

**Your Own “Extra Change” Box** = Keep a jar near your door and every day, put all your extra coins in it. Or, put it on your desk and ask that other people contribute as well!

**Office Fundraising Challenge** = Speak with everyone in your office (or your parents' offices) and get them

to challenge each other to raise the highest amount. Give the "winner" a prize like movie tickets or a gift certificate.

**Voice Mail Message** = This will alert everyone who calls you that you are up to something special! Let them know that you need their support.

**Return Address Labels** = Print address labels for your outgoing mail. Print something like, "I'm going to travel with Up with People!! Will you help sponsor me?" on the bottom. You may want to include a self addressed stamped envelope inside.

**Internet Chat Rooms** = Post a message on an Internet chat room. You'd be amazed how many people you don't even know who may be willing to help you.

**Web Site Creation** = Create your own website about your fundraising efforts. Send an email to everyone on your contact list and invite them to visit the website.

**Ask your local waiter/waitress to donate a portion of one day's tips** = Ask your local waiter to donate a portion of the tips that they receive to your cause.

**Ask your local bartender to donate a portion of one day's tips** = Same as the waiter/waitress...Ask them to donate tips from one night. You may want to ask if you can create a sign that says "All tips collected tonight will go directly to (YOUR NAME) who will be participating in the Up with People program next "July" to learn about leadership and to participate in community service projects all over the world."

**Ask your local restaurants to place a money jar at the front of the restaurant** = Check with the restaurant manager to see if they would be willing to place a money jar in a high traffic area so lots of restaurant patrons can see it.

**Approach Restaurant for Fundraising dinner** = Ask your favorite local restaurant to host a fundraising dinner for you. They supply the food and you supply the people!

**Post Card Club** = Invite all your friends (and their friends) to sign up on your mailing list to receive postcards while you are traveling. Charge \$20-\$75 to sign up for the list. (Make sure you really do send them postcards while you're traveling!)

**Raffle** = Sell raffle tickets for a great prize or prizes that you can get donated from local businesses, friends, and family. Ideas for raffles include sporting team tickets, weekend getaways, homemade quilts, dinner gift certificates, etc.

**Movie Ticket Donation** = Ask your local movie theater to donate several movie tickets. Use them as raffle prizes. Or, see a movie, but put the money towards the cost of the program.

**Approach the Travel Agency** = Contact local travel agencies and ask if they would donate a travel voucher. You can auction it off, use it as a raffle prize at one of your parties or events, or use it to get yourself to Up with People.

**Delegate** = Give 10 of your friends the challenge to find 10 other people who will contribute money as well.

**Host a Movie Party** = Pick up a rental video, make some popcorn, and invite your friends and family over for a movie night. Ask them to "pay" for the movie and use the money towards the cost of the program.

**Theater Performance Ticket Donation** = Ask a local theater or performance center to donate a couple tickets to their plays or musicals and auction them off.

**Birthday Gift** = Ask for people to give you money for your birthday instead of shopping for presents.

- Creative Friends** = Find a local artist or ask a creative friend if they would donate a piece of art or some jewelry that you could auction off or use as a raffle prize.
- Make Color Pledge Forms** = Make copies of donation forms on colored paper (this will make them stand out better).
- Create Business Cards** = Print up some inexpensive business cards and have information about your fundraising efforts on it. Hand out your cards to people you know and new people you meet.
- Contact Radio Station** = Call your favorite radio station and ask them to make an announcement on air. They may even be able to interview you!
- Approach a Hair Salon** = Ask your barber or hairdresser to donate \$2 for every haircut they complete over the weekend.
- Mow-a-Thon** = Ask all your neighbors if you can mow their lawn on a given weekend. Charge premium prices for the mow and tell them it's going towards a good cause.
- Write to Neighbors** = Write to all the neighbors on your block (or in your building) explaining what you are trying to do and asking them to make a donation.
- Free Rent!** = Ask your landlord to donate one month's rent to the cause!
- Live with relatives or friends** = Maintaining your own apartment while saving money for Up with People is often challenging. A parent, sibling or friend may be willing to support your fundraising efforts by offering you a home until you join Up with People.
- Good Karma Tipping Jar** = Ask local businesses to put a jar near the register. Tape a picture of you and a brief explanation of the program.
- Errand boy/girl** = Offer to serve as someone's personal assistant for the day (or a few hours) in exchange for a large donation.
- Garden or Historical Site Tour** = Check with local attractions to see if they would sponsor a tour through their facility and donate the money back to you. Promote the event with your friends, family, and maybe even in the newspaper!
- Meet the Press** = Does your company or school distribute a newsletter? Take advantage! That's a great way to get the word out about what you're doing!
- Baby-Sitting** = Offer up your services and let others have a nice quiet night out of the house.
- Pet Sitting** = Do you have friends or neighbors who are going out of town? Offer to pet sit instead of having them send the pet to the boarding facility.
- House Sitting** = Friends going out of town for a while? Maybe they need a warm body to stay in their place during their absence.
- Neighborhood Chores** = Are you a Mr. or Ms. Fix-It? A lot of your neighbors would probably rather pay you than someone else. Place signs around your neighborhood advertising your services.
- Karaoke Night** = Spend a Friday night at a karaoke bar and sing! Have the announcer tell the crowd that you're singing for pledges.
- Ebay.com** = If the garage sale idea doesn't work out, collect things that your friends don't want and post them on Ebay.com to be auctioned off.
- Company Vacation Days** = See if the boss or human resources director at your company (or your parents')

will swap one of your (or your parents') vacation days for a day's pay.

**Collect pledges for each day you're gone on the program** = Ask people if they will give you a certain amount of money for each day that you're traveling. Pledges can range from just a few cents to up to US \$20 per day.

**Sponsor-A-Day** = Have people sponsor a day, the cost of the program is US\$ 11,800 plus the suggested spending money of US\$1,500 plus the cost of health insurance. Then add all your costs up and divide it by 154 days. Then a sponsor would pick a day as "their's" and you would write them a letter or postcard telling them what you did on that day. Be sure to write to them.

**Game night** = Break out those board games and start playing. Charge people for playing.

**Poker Night** = Call your serious (and not-so-serious) card-playing friends and invite them over for a poker night where they will donate all the money they win (and lose!).

**Bowling Nights** = Plan a fun night of bowling at your local lanes. Ask the owner to waive the cost of bowling and collect that money for you.

**Used book sale** = If you have old books that have been sitting on shelves, in the attic, or gathering dust in the basement, what another great fundraising opportunity! Ask your friends, neighbors, and family to donate whatever they've got and set up a weekend book sale in front of your house. Put up signs so that people know where the money is going.

**Local stores** = Ask a local store manager what the hot selling item is these days and THEN ask if they'd be willing to donate a percentage of the sales from that particular item to you.

**Curse Jar** = As hard as some people try, it can be difficult to tame a foul mouth. Set out a jar in your work place or home and any time someone says a bad word, require that they contribute a certain amount of money to the jar.

**Dress Down Day** = Ask your company or your parents' companies to allow for a special day where people are allowed to wear casual clothes to work (if normally business attire is required). If people choose to dress down for the day, request that they "pay" for the privilege.

**Church/Synagogue/Mosque or Community Bulletin** = Place a notice in your place of worship bulletin or a community publication letting people know what you're up to and how they can help support you. Ask if there is a sponsorship available from the general fund

**Inspirational Bookmarks** = Create bookmarks and sell them to friends, family, and co-workers. The bookmarks can promote global awareness, global citizenship, and leadership or just look nice.

**Computer Screen Savers** = Ask if you can change the screensavers on the computers in your company or in the labs at your school. Put a message about your fundraising efforts on the screen and tell people how they can help you.

**Showcase Musical Talents** = If you or someone you know is a great musician, host a benefit concert and use the proceeds from the ticket sales towards your fundraising.

**Wine and Cheese Party** = Host a party at a local restaurant and ask the owner to donate the wine and cheese.

**Alumni Organizations** = Call the alumni association at the university you attended, or any fraternities or sororities you joined. Explain what you're doing and ask for support.

**Pizza Party** = Check out your local pizzeria – they may have a great deal to help you out.

**Approach Local Clubs and Organizations** = Send a solicitation letter to your local Knights of Columbus, Lions Club, Rotary Club, Kiwanis, etc. They usually are willing to support individuals in their communities. Also, search their national web pages for additional scholarship opportunities.

**Contact your Local Paper** = Contact your local newspaper to request that they run an article about your plans. Make sure that the article includes information about how to get a hold of you to donate money. Have a photo ready to send as well.

**Write a column for the local newspaper** = Receive sponsorship from the paper as a traveling columnist.

**Use Email** = Send out an informational email to everyone you know about your fundraising and let them know how they can support you.

**Organize a Golf Tournament** = Organize a golf tournament (or mini-golf tournament) where people pay to participate

**Go door to door and ask for donations:** Take information with you about the Up with People program and have a "pitch" ready that explains what the program is, why you want to participate, and how much you need. You can approach both residences and businesses. Make fliers you can leave with people which contain your contact information on it in case they want to contact you to contribute more in the future.

**Have a Car Wash** = Enlist the help of friends and family to set up a car wash. Try to find a business at a busy intersection that will let you use their water access. Bring all the materials and charge people to have their cars washed. Make sure to have people on the corner advertising the car wash and directing cars towards the appropriate place.

**Serve as Housekeeper** = Offer to clean a friend's or neighbor's house (or help with a particular cleaning project) for an agreed upon price.

**Plan a marathon** = Ask friends and family to participate in the event (dance-a-thon, walk-a-thon, swim-a-thon, etc.) and have them find sponsors to pledge money for each hour, mile, lap, etc. they complete.

**Musical Program** = Organize a musical concert using your own performing abilities along with those of friends, families and performance groups to which you belong. Hold the musical in a donated facility. Ask for donations to support your fundraising efforts. You may want to have a door prize (donated, of course) or an ice cream social (with donated ice cream) as part of the festivities.

**Gifts in-kind** = Many items needed by Up with People students are often donated by local businesses. For example many students have received gifts of film, cameras, tennis shoes, work-out clothes and luggage.

**Airline tickets** = Airline tickets can often be donated from someone who has many frequent flyer miles.

**Loans from family or friends** = Often you know someone who will be able to give you an interest-free or low-interest loan for a portion of your program fee. This loan would not need to be paid back until you have returned from your Up with People semester. Set up a business-like form, establishing interest rates, payment amounts, timetables, etc. to be signed by both parties.

**Recycle** = Set up a recycling system for cans, plastic, paper, etc. in your neighborhood, residence hall or on your campus. A great way for your friends to support your effort without costing them any money.

**Sell personal items** = Many students sell items they will not need during their Up with People semester such as cars, stereos or bicycles. Also, change your car insurance to a 6 month policy.

**Classroom sponsor** = Make an arrangement with a local elementary classroom to be their class

representative around the world for a semester. The class can conduct a fundraising event, such as a bake sale or garage sale. In turn you will write letters, send pictures, etc. from wherever you travel, a great lesson in Geography, International Relations, History, etc. as you travel. When you return you can provide a great presentation telling them all about what you learned.

**Sell stock in yourself** = Several students in Up with People have used this original idea successfully. Sell stock in yourself at \$100 per share (others sold their shares at \$50). When presented properly, this idea can be very effective. Here are the main components of the project:

**Personal Letter:** Outline your acceptance into Up with People; give a brief description emphasizing the benefits of the program, the amount of your program fee and the challenge of raising funds, the impact on the community, the investor's support will provide, and a closing that states that you will contact them within the next few days.

**Folder or Booklet:** This is information for the potential investor. It should contain the benefits of investing in a young community member's future (in greater detail than in your letter); a description of you as an individual (education, achievements, volunteer work, career goals, the program year for which you have been accepted); additional information about the Up with People program; the price per share; a description of return on their investment (investor newsletter/update on experience, a slide show and/or reception at the conclusion of the year, etc.) and a breakdown on the use of funds (student program fee, personal expenses, cost of printing newsletter, etc.).

**College or University** = Ask if there are any fellowships or grants available from your Department Chair.