

Fundraising Training

“After this, Jesus traveled about from one town and village to another, proclaiming the good news of the kingdom of God. The Twelve were with him, and also some women who had been cured of evil spirits and diseases...These women were helping to support them out of their own means.” - Luke 8:1-3

Fundraising is not “begging.” Raising funds is part of the faith process, and you’re inviting people to get involved! Not everyone is called to go; some people are called to give instead. If you don’t ask, you may be robbing someone of an opportunity to step out in obedience. Here are some reminders to encourage you as you raise the funds necessary for your mission trip:

- There are many generous people who want to give financial gifts but are not always sure where to donate. If they receive your letter, they will likely be inclined to give because they know you and believe in your desire to go on the trip.
- Namestorm! Make a long list of family members, friends, co-workers, etc. to send letters to. You might be surprised how many people you know. If you’re going as part of a church group, don’t overwhelm the congregation. If everyone on the team sends letters to people in their church, then those people are receiving a lot of letters. Think outside the box.
 - Goal: 75-100 letters
- Don’t let the dollar amount needed be your focus more than the God who owns everything. If enough people give a little, it all adds up!
- Remember that prayer is your most important resource. In addition to praying and asking for funds, recruit people to pray for you. Not everyone can go on a mission trip, but anyone can pray. Prayer support is support. So, pray daily and watch God provide. Keep praying as your letters and emails are circulating.
- Thank your donors. Gratitude goes a long way!

Be sure to include these elements in your letters:

1. Introduction: Explain why and where you are going, and the ministry you are helping
2. Body: Talk about your personal connection, how you can specifically help, and why you need their help
3. The ask: Talk specifically about prayer and financial support, give details on how to support you
4. Closing: Thank them and invite them to reach out with questions

STEP-BY-STEP FUNDRAISING:

1. Pray
2. Namestorm
3. Write a support letter
4. Mail your letters
5. Follow-up with potential donors
6. Thank You’s

HOW TO COLLECT FUNDS:

Online:

You will be given a unique link to a page where your supporters can donate on your behalf. You can also find this link by going to boldhope.org/mission-trips, clicking on your trip and clicking the "contribute to this trip" button. Please ask them to gift the processing & transaction fee so that you receive 100% of their donation toward your trip. Please also ask them to simultaneously send you an email to let you know they have donated. This will help you keep track of your donors so you know who to thank!

Checks*:

Make sure all checks are made payable to Bold Hope - this allows donations to be tax deductible. Let your supporters know this before they write their check (even though some will still forget). Keep in mind that your name cannot appear anywhere on the check in order for the donor to receive their deduction. Encourage your donors to write your name on a sticky note with the check.

Cash*:

You must provide Bold Hope with the name and address of the person who donated in cash in order for them to receive a tax deduction receipt.

****All checks and cash must go directly to the trip participant and then be passed on to Bold Hope in one envelope. Please include a slip of paper with your name, and the total amount of money in the envelope (cash and checks combined). Be sure to provide your address to donors for funds and please inform donors not to send cash or checks directly to the Bold Hope office.***

*****All contributions/payments received in excess of trip fees will be used in support of the organization and cannot be refunded or used to reimburse expenses for the group/individual. For groups, if checks are written to Bold Hope, any extra funds will be applied towards projects, the greatest need, ongoing program costs, or administrative expenses. We do not pool funds between participants. If checks are written to the church or organization and excess funds are raised, they can choose how to use the surplus.***

Keep Track:

Be sure to keep a record of your donors, the amount given, and if a Thank You letter was sent. Use a chart like this:

Donor Name	Date / form of donation	Amount Given	Thank you letter?

Action:

On a 3x5 card, make a list of the fears you have in asking people for money and prayer. Put this in a place you will see daily so you can step into God's promise and plan.



Group Fundraising Ideas:

- *Car Wash* - Host a team car wash. Our suggestion: don't set a price – ask for donations instead!
- *Designer Bag Bingo* - Buy purses from the outlets or Facebook yard sale groups (we suggest trying to spend \$100 or less per bag). Then, host a bingo night, charging an entrance fee which includes 1 or 2 bingo cards. Charge extra for each additional card. How you do the rest of the event is up to you!
- *Restaurant Night* - Contact a local restaurant and explain what you are planning to do. The donations will need to be made to Bold Hope as restaurants do not allow fundraisers to benefit individuals. Let us know ahead of time when you schedule an event and we will make sure to get print materials for you to have available. Any money that comes in from the event will be applied towards your group's total!
Some suggestions include: Applebee's, Chick-Fil-A, Chili's, Chipotle, Friendly's, Panera, Pizzeria Uno, T.G.I. Friday's
- *Odd Jobs* - Spread the word (or put it in your church bulletin) that your team is willing to do odd jobs for a donation towards your trip. Appoint one person as the contact and have them assign jobs to team members based on availability.
- *Flea Market* - Ask your church or school if they would allow you to use their parking lot to host a flea market. Open it up to the community by charging \$10-\$15 per table. Sell baked goods or soft pretzels. Families of trip participants can choose to donate all or a portion of their proceeds to the group.
- *"Wall of Money"* – Make envelopes for each dollar amount from \$1 - \$150 and place the envelopes on a wall or board (this is best done at a church or school in a high-visibility area). The idea is that people take an envelope and return it with the exact amount that is on the envelope. If all the envelopes are taken and returned you will have raised \$11,325. For more information on how to do this well, email rachel@boldhope.org
- *Clothing Drive* – Ask friends and family to donate any unwanted clothing, jewelry, or shoes. Schedule this event around spring cleaning or the change of seasons when people may be switching over their closets. Visit <http://clothingdrivefundraiser.com/> for details on how this fundraiser works.
- *Penny Drive* – People always have spare change. Place a few buckets or jars in prominent locations (church, workplace, community events) with instructions and a bit of information about your mission trip. This fundraiser can last a week or a month – you choose how long!
- *The Flamingo Project* – Place pink flamingos in people's yards along with a sign that says, "You've been flocked by the [group name] and contact info. A donation of \$5 or more gets the flock picked up, and they get to choose where it goes next. You can also sell flamingo insurance policies for those in your church/community who do not wish to participate.
- *Bake Sale or Auction* - Team members or others supply baked goods to be sold. Have the sale before/after church services or make an event out of it and hold an auction. Have baked goods sold in the lobby and set up a dinner auction for the gourmet desserts. Advertise your event well and hype the auction to get involvement, we've seen events where cakes go for \$500-\$2000.
- *Pancake Breakfast* - Recruit team members to flip pancakes and grill sausage and bacon. Don't forget coffee and orange juice. Ask around about getting the supplies donated and offer tickets or ask for donations as an entry fee.

Sample Support Letter

Dear Friends & Family,

[insert life update - remind people that you are sending a letter to them because they are important in your life]

I am sending you this letter because I am excited to share that this summer, I will be traveling to [insert country] with [insert church name] through an organization called Bold Hope from _____ to _____.

Bold Hope's mission is to inspire HOPE by connecting and empowering people to transform lives worldwide. They are working to make a difference in communities around the world through long term partnerships, volunteer trips and child sponsorship opportunities.

Our team will have the opportunity to join them in what they have already been doing on the ground in [insert country name]. We will be [insert things that your team will specifically be doing on the ground]. I am eager to use my gifts and talents to serve - I know this trip will be an opportunity to learn, grow, connect with other people, and contribute to the world community.

I fully recognize that I cannot "go" with my own strength and plans. Would you join me?

IN PRAYER- these are just example prayer requests - change or adjust these to your personal prayer needs

- For smooth and intentional preparation before we go
- For safe travel and good health throughout the week
- For opportunities to show the love of Jesus
- For unity among our team
- For a willingness to be flexible and serve where needed
- That my obedience to Him would be more important to me than my comfort

FINANCIALLY-

I need to raise \$_____ to cover the expenses of the trip by [insert due date]. Would you consider helping support my trip financially?

If you are able, I greatly appreciate any support you can give.

All donations are tax deductible and there are a couple ways to donate:

1. Online: [insert your unique trip contribution link here]

Please be sure to enter my name in the Travel Participant box

There is a 3% processing fee for credit cards on Bold Hope's end; if you would consider covering that for them, that would be awesome!

2. Check: made out to **Bold Hope**

Sent to: [insert your address]

Note: My name shouldn't appear anywhere on the check.

Thank you for taking the time to read about my trip.

I would love to share more if you are at all interested - [insert phone and/or email].

Sincerely,

We suggest adding a personal note, Bible verse, or whatever else has motivated you personally to go.

