



## Get Your First Donation: Team Fundraising Ideas

Fundraising is a key component in the continued successes of the Fresno AIDS Walk. As Team Captain, you are the leading force behind your team. Please take a moment to read the following fundraising tips.

1. Personalize your team's mission. Give potential teammates and supporters a reason to join you in your fight against AIDS.
2. Encourage your teammates to make personal contributions to your team total.
3. Use your personal networks to collect donations from friends, family, co-workers, schoolmates, and neighbors. Alert them to your team's web-page.
4. Add your team web page link to EVERY Facebook, Twitter or E-mail message so your friends can easily access your page to donate or register.
5. Host a Team Fundraising Party and here is how:

### *Plan Your Party:*

Pick a date and venue for your event. Host it at a home, restaurant, community center, church, office, etc. Make sure you have a computer with internet access so your guests can make donations online instantly.

Make your guest list and send out invitations. Invite as many people as possible! Make it clear that the party is about raising money for the cause.

Prepare the party. Make copies of your team donation form with enough pens, plan the food, and prepare any entertainment and/or presentation.

If you are planning a party for over 15 people, contact us and we may be able to provide a speaker for you. For smaller parties, we can provide other promotional materials about the event and the cause.

### *At the Party:*

Talk a little about your commitment to the cause and reasons for participating. You can charge a suggested donation amount and/or let them decide on the total amount at the end of the party.

Make sure donors fill out the team donation form to include with each donation. If your donors prefer to pay by check, then have them make their check out to "WestCare California."



Provide additional donation forms with your team information to take home for those who cannot donate at the event. Make sure they mail these donations to:

Attn: The Living Room  
WestCare California  
PO Box 12107  
Fresno, CA 93776

Thank everyone for coming and let them know how much was raised that evening.

*After the Party:*

Mail all donations immediately to the address on the team donation form. Send thank you notes to those who donated.

Follow up with those who could not attend with a link to team fundraising web page.

**Other Team Fundraising Ideas**

What kind of activities do you and your teammates do for fun? Baking. Dog Walking. Dancing. Cooking. Think of a way to have some fun and turn it into a fundraiser. Here is a list of some great team fundraising ideas:

Car Wash

Wine Tasting Party or Happy Hour

Silent Auction

Donuts or Cupcakes Sales

Raffle ticket or door prizes

Concession Food/Drink Sales (at local sporting events)

Karaoke Night

Bingo or Board Game Event

Have another fundraising idea to share? Please send your creative fundraising ideas to [michael.mygind@westcare.com](mailto:michael.mygind@westcare.com) so we can share them with other teams.