



## General Fundraising Tips

Sometimes people think fundraising can be hard. We all think ooh, I don't want to have to actually hit people up for money. Sometimes we even shy away from asking our family and friends-some of the best candidates to help us. If you're feeling this way just remember-you are not doing this for yourself-you're doing it for people that have a terrible, currently incurable, disease. You're doing it for people who need your help.

Many people have income that they will donate each year to charities-you're merely helping them make that decision this year (donating to MS is tax-deductible!)! Help your potential supporters realize that any amount of money is helpful and educate them on why you are asking them to support you. Ask them to be a part of your team. Tell them you'll do the fundraising, training, and riding-and they can do their part to help you along the way! Hey-Lance needs a team to be a winner-and so do WE!

- Send e-mails to your family and friends through your MS150 web-site
- Print up a letter that you can personalize, and take it to the owners of your favorite businesses and ask them to support you (your dry cleaner, the corner market, your florist, etc.) See the sample letter in your New Rider Packet.
- Take a similar letter and give it to all of your neighbors (when you give a letter like this, make sure you include an envelope so they can easily drop their donation back to you)
- Host a team tournament (broomball, bowling, etc.), post up flyers, and make an entry fee for the teams and make sure they know all proceeds will go to MS
- Check on-line-many local restaurants will let you do a charity night. Certain McDonald's will let you select 2 hours in an evening, and proceeds from specific menu items will go to you!
- Check with Krispy Kreme-they have doughnut cards that you can buy and then sell to others and the profit goes to MS!
- If your company allows, have a bake sale or doughnut sale in your break room
- Get candy bars and sell them in your neighborhood or at work
- If you have a friend that owns a business (restaurant, bar, etc.) ask to see if you can take over for the night and have all tips and a % of profits to go to MS