

FUND-RAISING ~In A Box

- A. Introduction**
- B. Successful Fund-Raising**
 - A. Special Events ~ PerksCard**
 - B. Direct Mail**
 - C. Grants**
- C. Successful Grant Writing**
 - A. Tips for solid grant writing**
 - B. Grant Template**

Special Events

Examples of Special Events:

- *PerksCard Sales – More to Come!*
- *Luncheons – Holiday etc.*
- *Wine Tastings ~ Template Available*

Keep Close Records On:

- *Time Consumed On Project*
- *Costs Incurred*
- *Revenue Earned*

Direct Mail Update

TelecomPioneers has Participated in 3 direct-mail fund-raising campaigns 2004

- **2004 - Revenues Topped \$700,000**
- **2005 Fund-Raising Challenges**
- **New Methods = A Stronger Campaign**

Tactics in Grant Writing

- A. Identify the problem/Propose a solution**
- B. Research opportunities**
- C. Be realistic about funding needs**
- D. Form alliances**
- E. Focus on results**
- F. Write Clear and concise**
- G. Proofread your work**
- H. Seek to improve your RFP**

Grant Writing Templates

- Grant Cover Letter
- Grant Proposal
- Grant Budget
- Goods & Services
- Exchange of Goods Report
- Progress Report

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PerksCard Events

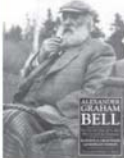

- *PerksCard Sales – Tool Kits & Step by Step instruction on:*
 - Sales
 - Usage
 - Recruitment



PerksCard Membership Card


TelecomPioneers

Raise Funds with the PerksCards Today!

If 25% of our membership sold just ONE PerksCard, the TelecomPioneers would earn over \$780,000 of untaxable income!

Prize 1



Prize 2

TBD

Prize 3

The goal for TelecomPioneer Chapters:
To sell at least 5,000 Friends & Family PerksCards by the end of December 31, 2005. Fund-Raising Revenue = \$25,000

The incentive for the Pioneer members:
You will be competing against other Chapters in your group for the Chapter Sales Award and as a Pioneer member - earn the prizes listed to the side.

Sales Associates Earn:
2-5 Cards - Prize One
6-10 Cards - Prizes One and Two
11-20 Cards - Prizes One, Two, and Three

The incentive for TelecomPioneers:
Each card sold, your Chapter earns **\$5**.