

Missions MANUAL

FUNDRAISING PROCEDURES AND IDEAS



Support Letters

[Click here to download a sample letter.](#)

Follow up calls

THIS IS CRUCIAL!!! One week after you send your letter, make a follow up call. Ask them if they have received your letter and if they can help send you. People have good intentions to help but often forget to send in their support check. A friendly call will remind them of your letter and your commitment to go on the mission trip. You will generate much more money when you call people. This is also a way for you to share your heart over the phone and make your appeal.

Fundraising Ideas

1. Car Wash Fundraiser

Car washes have proven to be great fundraisers in virtually every community. All you need are willing volunteers, a high-traffic location with good visibility, and some attention getting signs.

You can put a car wash fundraiser together on short notice. Here's what you need to do:

- Line up a location with good main road frontage
- Ensure it has water access
- Assemble supplies list – hoses, buckets, wash towels, dry towels, squeegees
- Assign each volunteer an item from the supplies list
- Make 8-10 poster board signs in high-contrast colors (write clearly)
- Arrange your volunteers in 2-hour shifts
- Wash cars for six hours (Saturday preferred)
- Have dual lines so you can wash two at once

If you wash 10 cars every hour (one approx. every 10 minutes in each line), you can easily raise more than \$500 in one day.

Remember to put together a quick flyer that includes the reason why you're raising funds and clearly states the price.

Alternatively, you can advertise a free car wash and just ask for donations for your cause. Often, this can raise more cash than stating a specific price, because people will see a group of volunteers working hard and having a good time and will give more readily.

Keeping safety in mind, be sure to get volunteers to hold and wave signs toward passing traffic, not just volunteers to wash cars. If you have time, advertise your car wash event in the local newspaper, or by posting signs a day or two in advance.

Alternatively you could see car wash coupons. Sell car wash coupons ahead of time. Some will buy just to support and not show up and others will show up along with any you happen to draw in from advertising. Doing it this way can raise more money than just doing a regular car wash.

2. Krispy Kreme Donut Sales

Krispy Kreme or Dunkin' Donuts provide great fundraisers (www.krispykreme.com). Set up a booth at a Wal-Mart, a grocery store or a popular gas station to sell donuts. Make professional looking signs advertising where the proceeds of the sale will go. If you have a large group, you could divide your team and have a booth at several stores simultaneously. Have a competition between groups and reward the group that sells the most. *Wal-Mart allows you to sell product outside their entrance. Selling Pies, cakes, hot dogs, etc. could work great. Sometimes Wal-Mart will match the funds you raise when you do fundraisers there. Note: Get permission with the manager before selling in front of any store. Set up your booth and sell on a day that you know people will be shopping.

Krispy Kreme fundraising has three different programs:

1. Doughnut sales
2. Gift certificates
3. Partnership cards

Customers buy them by the box and your profit is generally 50% or more per box. Pricing and availability will vary, so plan ahead with the local store if you're doing a big sale.

Sell at locations such as ball fields, shopping centers, car washes, flea markets, parking lots, and other high-traffic spots. Saturday mornings are the best time for big sales volume.

Contact your local Krispy Kreme store manager for fundraiser group sales pricing.

Gift Certificates

The gift certificates are an alternative to actual donut sales. Customers redeem each certificate for one dozen Original Glazed Doughnuts at any participating Krispy Kreme retail shop.

Certificates give your customers the option to help your organization and pick up their doughnuts at their convenience. A minimum order is required.

Contact your local Krispy Kreme store to buy gift certificates for fundraisers.

Partnership Cards

These partnership cards allow customers to get a free dozen Original Glazed Doughnuts with the full price purchase of any dozen other donuts of their choice.

These ten-punch discount cards allow the customer up to 10 free dozen doughnuts with the purchase of another 10 dozen. There is a limit of 3 free dozen per visit with the corresponding purchase of another 3 dozen donuts.

Pricing allows for 50% profit for each card sold.

Program availability varies by market and cards may not be valid in all Krispy Kreme locations. Minimum order required.

Contact your local Krispy Kreme store to purchase your fundraiser partnership cards.

Krispy Kreme Headquarters Contact Info:

Contact: Krispy Kreme Doughnuts

Phone: (336) 733-3786

Fax: (336) 733-3791

Website: <http://www.krispykreme.com>

3. Restaurant Fundraiser

Locate a popular restaurant that is not too commercialized. A local restaurant works great for this fundraiser. Create a flyer that invites everyone to go eat at this specific restaurant on a certain day. Meet with the manager of the restaurant and explain where your team/group will be going overseas and what they will do. Ask the restaurant if they will contribute 20% or more of each person's bill towards your group's mission trip. To receive the contribution, everyone must present the flyer to their server when they eat at this restaurant. In this way the restaurant receives

greater publicity, an increase in business that day and a tax-deductible gift for the total amount donated. Have everyone going on the trip pass out as many fliers as possible to friends, family, and strangers. Remember, the more that go eat the more money is given towards the mission trip! (Have the fliers inserted in church bulletins and announce this fundraiser to the congregation. Also have fliers available to be picked up at the church lobby.) Make sure all flyers are done with excellence and are easy to read. To save paper, you can have 2-3 flyers per sheet that you cut.

4. Community or Church Garage Sale

Let everyone know that there will be a Big Garage Sale on a certain day. Have everyone look in their garage and attic to see what they could donate towards the garage sale. Create an inventory sheet with everyone's name and what they donated. Have this garage sale at a great location; either on the church property or someone's home. All remaining items can be given back to the person by looking at your inventory sheet. Another option is to take all remaining items and do another garage sale the next week.

Note: Make sure you do this garage sale on a day where no other major events are happening in your city and that it is 'the season' for garage sales.

Important Notes: We recommend you put your church's website on all fliers so that people can have a point of reference and it will also let people know about your church.

5. Collect old cell phones – go to www.pledgeaphone.com

6. Organize dinners and sell tickets

7. Sell Christian books – go to www.Christianbookfundraising.com

8. Bake Sales That Work!

Bake pies, cakes, brownies etc. You can buy already made pie crust, make a great pie and sell it for \$25.00. Look up easy - but delicious recipes. Stay away from baking small things like cookies. Look for things that will not take too much time and will sell for a good price. If someone you know or in your church bake incredible pies or cakes, you can auction it at church. (One pie can be auctioned for \$100.00) Ask ladies in your church to donate baked goods for you. Sell them at church (before and after services) or in front of a store close to where you live

9. Visit Local Businesses

Try to meet with managers/owners of the business and tell them about this trip. Personally give them one of your support letters. Remember to let them know they can receive a tax-deductible receipt.

10. Restaurant Card Sales

Sell Pizza Hut/Papa Johns/Dominos /pizza cards. These are a great deal for local college students, families and people too busy to cook – they get great discounts on purchasing a set number of pizzas and you make money from selling the cards.

11. Holiday Gift Wrapping

Set up gift-wrapping services around Christmas time. Talk to your local stores, or set up pick-up/drop-off services with church members or friends.

12. Holiday Gift Wrapping

Get an appointment to meet with your Pastor. Tell him about your opportunity to go on a mission's trip. Make a simple one page flyer with all the information: country you are visiting, date, cost, and what you expect to accomplish. Also include our web site: www.MorelliMinistries.org as a reference for the pastor. Ask if he would be willing to help support the trip. Many pastors are willing to help if they are asked.

13. Ask Your Pastor for Support from the Church

14. How to Ask for Support

Make a list of everyone you know: friends, family, doctors, old acquaintances, shop owners, everybody. Then pray for favor and ask them to support you. Sometimes the people you expect to give, don't, and those you don't expect to give, do. Include everyone you can think of when you make your list of potential supports.

Send them your support letter, or better yet, go and visit them face-to-face if possible and share your vision for winning souls. Remember, people don't give money for plane tickets, they give money to support a vision. Share the vision of what you will do on the trip: win souls, preach in remote villages, plant churches, visit hospitals and prisons, preach in market places and house-to-house. Share your vision and your expectation and you will have better results. Don't say, "I need \$1,500 for a plane ticket." Tell your supports what you will be doing and what you expect to achieve. Share the vision. You can also point them to our web site (www.Morelliministries.org) so that they can look at the photos and videos to get a better understanding of the results you will achieve.

MMI's Available Funds Policy

You are responsible for covering all the expenses for the mission trip. You can either do this by making a personal donation for the full amount or raise the money from others. MMI will provide a tax-deductible receipt for all donations. In order for individuals to receive tax credit for their donations, contributions must be made out to Morelli Ministries Int'l, and not to you as an individual. **Your name should not appear anywhere on the check** (Do not have your donor write your name of the memo line. Have them use the form at the bottom of the fundraising letter and return this to our office along with their check.)

To keep you informed, Morelli Ministries will keep records of exactly how much you have raised. Additionally, we will send a tax receipt to your supporters approximately one week after their check is received. The law restricts non-profits from refunding donations; therefore no monies can be refunded. All money raised will be used for the mission team expenses. If for some reason you are not able to join us on the trip, your money will be used to help a needy team member, or we will hold your money for a maximum of six months and apply it toward a future mission trip you intend to join, if you desire.

Travel Tips and Packing List

Packing List

- a servant's heart
- toothbrush & paste & floss
- razor & shaving cream
- sunscreen, sunglasses
- towel
- deodorant
- towelette packets or hand sanitizer
- soap & shampoo
- toilet paper (2 rolls)
- feminine hygiene items
- comb & brush
- medicines: antibiotics, vitamins, aspirin, allergy tabs, diarrhea medicine, antibacterial ointments, Band-aids, etc.
- flashlight & extra batteries
- Bible & journal & pens
- personal snacks
- spending money
- camera
- simple gifts
- passport
- mosquito repellent
- poncho
- shower slippers
- continuous prayer
- exceptional attitude

Packing Tips

1. Pack light.
2. Tightly secure any items that may come open while traveling – freezer bags recommended!
3. Take luggage you don't mind damaging.
4. Carry one change of clothes with you on the plane. Sometimes luggage gets lost and/or delayed.

5. Take items you won't mind leaving if you see a need. Certain items are very expensive overseas and unaffordable to the people you may be working with.
6. Leave room in your suitcase for souvenirs
7. Pack more than enough film and batteries. These are costly in most places and may be difficult to find in a remote locale.

See You on the Mission Field!