# Raising funds for your leadership training

The Leadership Training Institute of America is committed to helping students with their tuition and travel expenses. Tuition covers speaker fees, room and board, tours, graduation awards, and training materials. Enclosed are instructions to help you raise funds for your tuition and expenses. A scholarship is available to the winner of the essay contest.

### Personal fund raising goal

- LTIA discounted registration and tuition = \$399.00 Travel expenses = \$
- Metro passes [Check for current fare rates at https://  $= \sim $40.00$ www.metro.net/riding/fares/]
- LTIA shirt = \$18 (polo) or \$14 (t shirt) = \$\_\_\_\_
- Books and souvenirs (optional) =\$10 or more One lunch outing = \$15.00
- Total projected expenses = \$

### **Potential sponsors**

Write down names of all potential sponsors.

- Yourself
- Family & relatives
- Church
- Friends

- School
- Businesses
- Professionals (lawyers, doctors, etc.)

### Materials for sponsorship

To help you inform potential sponsors about LTIA, we have prepared a brochure flyer and a special promo issue of The Pathfinder. Each potential sponsor should receive from you (A) an LTIA brochure, (B) The Pathfinder, (C) a personal letter from you, and (D) a sponsor coupon.

Sponsors will be interested in: (1) why you want to attend LTIA, (2) what your need is, and (3) how they will benefit from helping you. Prayerfully write your letter to each potential sponsor. Following is an example that you can personalize for your own use.

Date			
Dear	,		
opportunity to receive unit leaders. I want to make a peers. I want to promote t	student attending school a ique training in leadership positive impact on my con the values that make strong Training Institute of Amer	skills from some on nmunity and provi families, churche	of our country's best de leadership among my es, and government.
	el expenses will be to raise the money I need to such as yourself.		

I know that many people are concerned about youth today and want to help us. Here is a great opportunity. You can help me attend a great youth program at LTIA by being one of my sponsors. I would be grateful for a contribution of any amount toward my expenses.

I am committed to being a good leader that you can be proud of. Please help me attend LTIA. We will both benefit because helping youth today helps build better families, churches, businesses, and communities for tomorrow.

Enclosed is a brochure and a newsletter describing LTIA. When you read these materials, you will understand why this is such a good program for me and other youth.

Application for LTIA is due between January 31 and May 18, 2022 with \$25 deposit. The balance of tuition is due by June 1, 2022.

Thank you for your help,

# Attach a coupon to your letter: Copy and cut as many as you need.

Sponsor coupon for LTIA	Sponsor coupon for LTIA
How will you help me?  A one time contribution of \$  A monthly contribution of \$	How will you help me?  ☐ A one time contribution of \$ ☐ A monthly contribution of \$
Please write your tax deductible check out to Leadership Training Institute of America. Send me this coupon with your tax deductible check to my address at	Please write your tax deductible check out to Leadership Training Institute of America. Send me this coupon with your tax deductible check to my address at
Thank you for sponsoring me!	Thank you for sponsoring me!
Sponsor name:	Sponsor name:
Sponsor address:	Sponsor address:
Sponsor phone:	Sponsor phone:
Sponsor coupon for LTIA	Sponsor coupon for LTIA
How will you help me?  A one time contribution of \$  A monthly contribution of \$  Please write your tax deductible check out to Leadership Training Institute of America. Send me this coupon with your	How will you help me?  A one time contribution of \$  A monthly contribution of \$  Please write your tax deductible check out to Leadership Training Institute of America. Send me this coupon with your
tax deductible check to my address at	tax deductible check to my address at
Thank you for sponsoring me!	Thank you for sponsoring me!
Sponsor name:	Sponsor name:
Sponsor address:	Sponsor address:
Sponsor phone:	Sponsor phone:

### **Contacting potential sponsors**

- 1. The best approach is to visit each potential sponsor to ask them personally for their sponsorship. Be sure to give them a sponsor packet of information including (A) your letter, (B) the LTIA brochure, (C) *The Pathfinder*, (D) power point LTIA promo, and/or (D) the sponsor coupon.
- 2. An alternative approach is to call them to ask for their sponsorship, and mail them the sponsor packet. Try to time the call the same day they receive the packet. Ask them if they received the packet and if they are interested in sponsoring you.

## **Keeping track of your progress**

Use the following chart to keep tract of the contributions toward your fund raising goal.

Sponsor name	Total contribution	Cumulative contribution total

#### **Thanking your sponsors**

- 1. Immediately after receiving a commitment or a check, call your sponsor, and thank him, then send him a thank you letter.
- 2. While at LTIA, get pictures of yourself with VIPs and post cards of DC sites to send to sponsors.
- 3. When you return from LTIA, contact each sponsor to tell them thank you and to report on your experience.

#### **Fund raising tip**

Do not delay to raise funds. You should begin now so that people have time to decide how they will help you. The sooner you begin, the better.