

Georgia Phi Beta Lambda

Fundraising Guide

By Sam Lester

Fundraising Ideas

FBLA Conference

Hold a mini-conference for the members of local FBLA chapters.

Food/Candy/Candle Sales

There are a variety of companies that market products for fund raiser sales. Foods range from cookie dough to pizzas. Candles and wrapping paper are also options.

Basketball Shootout Tournament

Project focuses on people ages 5-50. If they can play basketball, they can enter the tournament. Have several courts going and hold 3-on-3 tournaments for the different age brackets.

Auction

Ask for donations of items such as artwork from a local artist and/or other items of value then auction them off.

Business Fashion Show

Visit local clothing stores and ask for a loan of business professional or business casual attire, or other attire they would like to see modeled for a local fashion show, make an event out of it and sell tickets.

Fundraising Insurance

This fundraising idea works particularly well if you normally have several labor intensive, or product sales type fundraisers during the year. Instead of having several small fundraising projects, determine your total fundraising needs and sell "Fund-raiser Insurance". For \$25.00 (or whatever per capita figure you need to raise), a person gets a certificate and wallet sized card that states that they are insured from all fundraising activities for 6 months, or whatever period chosen. If the person wishes, they can purchase a policy for a year for

\$50.00 (or appropriate amount). Give your members a break by allowing them to simply purchase insurance for the required amount and save the hassle of dealing with multiple fundraisers.

Gift Wrapping Fundraising

Get in touch with a store or mall in your area and ask about setting up a gift-wrapping fundraising booth for their customers for Valentine's Day, Mother's Day, Father's Day and/or Christmas. Just like regular gift wrapping stations, you can charge different amounts for different levels of wrapping. You will need to invest in boxes, tape, wrapping paper, and bows. You can either accept donations, or charge a fee per gift (depending on size, etc.). Usually the store will let you make announcements advertising your booth over their intercom while you are there gift-wrapping. Make sure you have enough people on hand to staff the booth during times advertised.

Remember that your "Wrap Staff" are representing your group and cooperating merchant and should act and dress appropriately. Do not waste gift-wrap material by creating "works of art" during down time. Even if you are using scraps, it gives the appearance that you are wasting supplies. Do not tape directly on the box you are wrapping. Some boxes contain collector's items that lose their value if you disfigure the outside packaging. Be safe. Don't use tape on the box.

Gas Station Attendant Fundraising

Ask a local gas station to let you pump customer's gas and wash their windshields. You can either ask for an unspecified fundraising donation or a set amount (you will do better without a set amount). Since most stations are now self service you will be offering the customers a welcome option. It's a win-win situation. It doesn't cost the station a cent and their customers get premium

service. You'll get a few cheapskates but most customers will "treat you right"! You have no upfront cost. The gas stations already have the windshield cleaner, squeegees and paper towels. You just provide warm bodies and elbow grease.

Movie Night Fundraising

Many organizations rent a movie and hold movie night fundraising events. This works especially well if you have a large room and projection/large screen TV. Make money by charging a single price for the movie and refreshments; provide the movie free but sell refreshments; or charge nothing and just ask for donations. Make sure you select a movie that will be of special interest to your group. Allow plenty of time for socialization before and after the movie. Some groups have held all-nighters where movie-goers bring their sleeping bags and blankets and have a movie marathon.

Super Bowl Sub Sale Fundraising

On Super Bowl Sunday, mass-produce submarine sandwiches (3 kinds of sliced meat, 3 kinds of cheese, shredded lettuce, peppers, onions, and dressing on a hoagie bun) in an assembly line fashion. Pre-sell them individually or by the bag (a dozen to a bag). Designate a fundraising committee to deliver pre-sold sandwiches, a preparation committee, and a committee to actually make the sandwiches. Be sure to advertise so people in town know this will be happening, and those who are having Super Bowl Parties will buy bags of sandwiches. People can also stop in and buy as the sandwiches are being made. This is a great fundraiser. It takes some preparation, but the majority of the work is done in one day. As much as possible in the way of ingredients is donated by local businesses, the rest purchased.

Dinner for a Week

Get 7 restaurants to donate a dinner for two people and raffle off a week of eating out. Lucky winners will be able to eat out every night for a week!

Chinese Auction Fundraising

It is not clear where the phrase "Chinese Auction" came from, but it is a wildly popular form of fundraising that is simple to put in place, extremely profitable and a lot of fun! A Chinese Auction is an event at which you bid for items with small tickets that have a predetermined dollar value. The tickets typically come 25 per card and are perforated for easy separation. Bidders win by either 1) placing the *highest dollar value* of tickets into a container placed next to the bid item than anyone else (a "silent auction"), or 2) increasing their odds of being chosen from a hat by placing a *higher number* of tickets into a container than anyone else, thereby increasing the likelihood that their ticket would be drawn from that container at the end of the auction. The reason for a Chinese auction need not be a special occasion; it could simply be a good cause or the spark for a good time. The items to be auctioned can be anything that your imagination allows (see below).

The basic steps to run a Fundraising Chinese Auction are as follows:

1. Decide on and acquire the items you want to auction off.

This is actually the fun part and will determine how much money you can expect to bring in from your fundraising event. A \$50.00 dinner donated by a local restaurant, for example, could bring in \$100's. A painting by the restaurant's owner – all things being equal – may not. The good news is that the sky's the limit. In return for their donations, you could place the names and logos of businesses as sponsors on the auction cards themselves. Alternatively, a group of friends, an association or a church group may wish to hold an auction consisting of items purchased from their travels around the world. Here, the value of the "treasures" to be bid on is a total judgment call, but often turns into humorous bidding wars. Bid items could also be services such as a shoveled driveway, a cut lawn or an invitation to a dinner party.

2. *Decide on the location of the auction.*

Anywhere. Your house, my house, the clubhouse, the church basement, the beach, the parking lot. Wherever. If you decide to offer refreshments – and this is certainly not necessary – sell them yourself on site as another source of revenue.

3. *Decide on how to get potential bidders to the auction.*

This, too, can be fun. If the fundraising auction is being held by a group or association of some sort, invite that group. And mention that they can bring friends and family. And if they tell two people and those two people tell two people . . .

4. *Setup*

In addition to securing fundraising bid items, auction cards should be obtained and someone must be assigned the job of collecting money from card purchasers and collecting the tear-off name and address stub from their respective auction cards. That's it!

Time & Talents Fundraising

Instead of asking for donations from your members and supporters or selling a specific product or service, consider giving money away! This relies on your volunteers and supporters individual ideas, talents, dedication, and their willingness to do something special for your organization. Each individual raises funds in a manner that interests them. How does it work? Your organization provides a small amount of "seed money" to each participant - \$5 to \$20 - and challenges them to use the money and their ingenuity to raise funds.

This could include buying ingredients and selling baked goods, purchasing materials for handmade crafts to sell, gasoline for a lawnmower to cut grass, printing flyers advertising a personal service, buying an inexpensive product and re-selling it, etc. The possibilities are endless and encourage individual creativity.

The participants will conduct their individual fundraiser at a time and place of their choosing. No major planning, space needs,

or clean-up effort required. Just set a starting and ending date, provide the seed money, and then get out of the way! Depending on the type of projects chosen, think of the human interest publicity you could generate for your organization.

You can expect the participants to multiply their seed money several times, regardless of their project. This probably won't be a big money maker but can be great fun. On the other hand, if 100 participants took \$10 each and just doubled their money (a very modest expectation), your group would net \$1000. Not bad for minimal planning and it can definitely be a fun fundraiser!

If your group is short on funds, consider asking each participant to provide their own seed money. Since the amount is small, most will agree.

Test Drive Fundraising

Partner with a local vehicle dealership. For every mile driven, the dealer corporation should donate a dollar to your chapter. This is an easy fundraiser! Obviously the car dealers want folks to drive their cars in hopes they will make a sale. They do this every day from their showrooms. Since your organization will be providing free advertising and hopefully getting more "test drivers" to their dealership, a local car dealer in your area may offer something similar. Ask dealerships and advertise in your local newspaper to get more people to show up.

Luxury Lock-up Fundraising

A luxury lock-up is a theme version of the traditional Jail-N-Bail fundraiser. At the Luxury Lock-up, area business and community leaders who 'turn themselves in' will be treated to an hour of good food and beverages, soft music, massages and other stress relieving amenities, while making phone calls to family, friends and business associates to get pledges for your organization.

Honey-Do Fundraising

How many times have you asked, "Honey, will you do . . .," and waited (and maybe waited

some more) for a home-improvement project to be completed? Well, maybe it is time that you hold your own Honey-Do fundraiser! Sell raffle tickets, and each raffle ticket enters the buyer into a drawing to win a crew of "Habitat Helpers" to help with a home improvement project. Helpers could paint a room, organize a closet or pantry, install a light fixture or small appliance, plant a garden in the spring, or help with garage or basement cleaning, but no housework. You could also suggest a project, and a team leader would assess its feasibility. Sell your raffle tickets for \$5 each or five for \$20.

50-50 Raffle Fundraising

50-50 raffle fundraising simply involves the sale of raffle tickets with the proceeds being split evenly between the winner and your organization. Many clubs include a 50-50 raffle at all their regular monthly meetings. Tickets are sold throughout the 'get acquainted' or informal portion of the meeting. The profits can be earmarked for an individual ongoing project, or included with other funds raised for your main charitable goal.

Your only fundraising expense is the raffle tickets (a double ticket roll, a single ticket roll that you tear in half or a board with the numbers for sale). Winners are always happy with a cash prize. All you need is one or more ticket sellers. Raffle tickets normally sell for \$1 a piece, with an incentive for multiple purchases such as 3 tickets for \$2, or 5 tickets for \$4, etc. Using a price incentive for multiple tickets can often increase your total sales and builds a larger 'pot' to split with the lucky winner.

All ticket stubs (or duplicate tickets or numbers, depending on your style of raffle tickets) are placed in a hat or other container from which one lucky number is drawn. The 'take' is tallied and one-half awarded to the holder of the lucky number. The drawing is normally held toward the end of the meeting or event, and the lucky number holder must be present to win. If not claimed within a set time limit which can be as short as a minute or two, a second number is drawn and

awarded the prize. Generally speaking, the larger the prize, the longer time allowed for the original winner to claim his or her prize. At a large function, with a sizeable pool of money expected, multiple prizes of perhaps \$100 or more could be awarded. Whatever the prize split, it should be determined ahead of time and used as a sales incentive. (i.e. "Buy a \$1 ticket and get 5 chances to win \$100). You can also consider a 60-40, 70-30 split, etc but 50-50 seems to be the most popular split.

Variation: One group uses a numbered grid, including numbers from 1 - 45, and sells them for \$2 each. Once all of the spaces are sold, they draw just 2 prizes - 1st prize is \$30 and second prize is \$15. This gives a 50/50 split between the total prize pool and the profit that retained for their charity - i.e. \$45 each. The winning numbers are the 'supplementary' numbers drawn in the Australian State Lotto, which is telecast live on TV and published in the newspaper. The State Lotto has a total of 45 numbers, and so that is why they only sell that many squares. The benefit of using the telecast/published Lotto results is that everyone can watch the draw from home, and it saves the trouble of drawing numbers themselves.

Charity Yard Sale

You know what they say...one person's trash is another person's treasure. Yard sales are a great way to make money by selling items that are already in your house. You can also ask friends, neighbors, co-workers, etc. to donate stuff (old furniture, appliances, kitchenware, clothes, coats, toys, books, etc.). Chances are they will be happy to rid themselves of a few items that are just causing clutter. You can also coordinate a multi-family yard sale, with multiple families on the same street holding yard sales on the same day - either benefiting the same charity or different charities of their choice.

Advertise the yard sale in your local newspaper and using flyers posted in your neighborhood, as a yard sale to benefit your chapter. Make sure you have signs at the sale itself reminding people about the cause. You

may even want to have information about the cause available to your customers so they know more about your organization.

Don't be afraid to price items generously - people tend to try to bargain prices down. Hopefully, since they know the proceeds are going to charity, they will not try to bargain too much, but even inexpensive items will help profit. It is also a good idea to pre-print "thank you" receipts to give to customers after they make their purchase, thanking them for helping your cause and directing them to where they could find more information (web site, phone numbers, etc.).

Best Seat in the House Fundraising

First, find a sofa to use and get permission from your school's athletic department. This fundraising raiser involves raffling off tickets for a student and two friends to win the best seat in the house. Tickets are sold throughout the week prior to a game. Before a volleyball, basketball, or football game announce the winner. The winner gets to sit on the sofa with two of his or her friends. Make sure the sofa is in an ideal spot to view the game. For halftime, order pizza and sodas for the winner and guests.

Carnival Fundraising

Host a WINTER CARNIVAL at one of the local elementary, middle, or high schools. First of all announce in your school what clubs would like to participate in such activity. From then on announce that the clubs participating will be able to keep whatever profits they make at the carnival. Hold the fundraising carnival in an open space or the gym or auditorium at school and place the booths all over the place with enough space for people to walk by.

The booths can consist of simply an arrangement of tables with poster boards on the side of your table advertising what your booth is all about. Advertise as well to the community!!! Get permission from local libraries, schools, and businesses to see if you can post up posters and flyers asking your community to drop by. Sample booths

include friendship bracelets, pie in the face, face painting, tattoos, candy sweets, picture with Santa, etc. Be creative!

Balloon Bust Fundraising

Fill a couple hundred balloons with helium and slips of paper redeemable for prizes or cash, or (10 percent) 'Thank You Please Try Again'. The fundraising prizes can be donated by event sponsors. You could have an early bird prize about 'Guess the Number of Balloons'. That could go on for a couple of hours, and then the prizes start to be drawn. Fill a room with these balloons, so patrons walk in and find them-selves in a latex obstacle course. They can pull one balloon outside; you write their name on it with magic marker. Then they put it back until the end of the night. During the day, have patrons guess how many balloons are in the room. The closest wins a prize at the end of the day.

Variation: Put money into 100 helium-filled balloons and sell them for \$10 each. Denominations: One balloon contains \$100, two-\$50.00, two-\$20, two-\$10, two-\$5.00 and the rest \$2.00. Sell all 100 and make a total of \$548.00

Drive For Dollars Fundraising

This is an easy fundraising idea. All you have to do is get a large group of volunteers together and send them out into the community door to door. Their goal is to get every person to commit to at least one dollar. The group that returns with the most money can win a great prize. There are several incentives you could have for the competition. It is easy, fun, and doesn't take you putting money into it from your organization!

Cake Walk Fundraising

You have people donate cakes. Usually these people would be the people who are involved in whatever the money is being raised for.

You put numbers around tables (usually 1-100, depending the area your in). We usually tape the top of the number close to edge of the table and far apart enough for people to stand by their numbers. We have approximately 30-40 people show up most of the time for a cake walk.

You charge them \$1 per number. They can buy as many numbers at once as they want. They stand by their numbers. You have a second copy of the numbers that are on the tables in a bag. Once the numbers on the tables have all been sold, (if all the numbers are not sold you just flip each one over until the next draw, and if one of those unsold numbers should be drawn, just draw another number) then you draw the number and the person who bought that number is the person who wins a cake.

You also have numbers put on each cake and a separate bag with these numbers in as well. Then you also draw a cake number. That is the cake they win. The number of cakes you have is the number of rounds you have. People line up to buy their numbers again after each cake is won (they can choose different numbers on the tables each time). Have some fundraising fun!

OfficeMax Fundraising

This is available throughout the United States where OfficeMax stores are located. Organizations receive 2% of qualified purchases on Visa, MasterCard, and Discover Cards, and 3% for qualified purchases on the OfficeMax Credit Card. For details visit your local OfficeMax store.

Art Contest/Exhibit

Partner with your campus's arts department. Have the students that would like to participate start making a work of art that could be exhibited. Set up a date for them to be finished (no more than three weeks time). Select a jury that is from the community that would be responsible in choosing 10 – 20 top finalists for the last phase of the contest. Those art finalists will have their work on display in

school for about 2-4 days. While on display, visitors will vote on their favorite exhibit by depositing money into a locked box that contains numbered slots that coincide with the numbered exhibits. You can also display the exhibits that didn't make the final cut somewhere separately. The top exhibits could receive a percentage of their personal votes. Maybe 50% for the top voted exhibit, then 30% for 2nd and 10% for third place, or possibly any other idea that would work out best. You could also choose awards for various topics you deem appropriate. Many gifted artists will receive the exposure and recognition for their talents and abilities.

Ball-a-Thon

Get your schools basketball team for this event. Get pledges for foul shots, 3-point shots and half courts shoot 10 foul shots, 10 3-point shots and 5 half court.

Calendars

Find a way to have calendars printed up at a reasonable price. Sell the dates of the calendars for \$5 - \$25 dollars. People can pay for their birthdays, anniversaries, or other special events. Set up sections for businesses to advertise in the calendar and determine advertising fees. You may want to limit how many names can be on one date. You could have names printed in light florescent colors so that calendars can still be written on for personal scheduling. Once you have collected enough money to cover the printing cost and make a profit, have them printed. Also take orders ahead of time for this calendar and charge an appropriate amount. You can have contests to design each month's picture or use other ideas that you come up with.

Carnival

It takes a lot of volunteers to pull this off but once set up, you can successfully have this be your annual money making event. You can sell food items like hot dogs, pop, popcorn, chips, cotton candy and even the walking taco is a hit. What is a walking taco? Buy in bulk, small bags of Fritos or Doritos.

Cook up hamburger with taco seasoning. Cut up lettuce, tomatoes and cheese. Once you have the supplies, you just put a couple spoons of warm taco meat into a small bag of chips along with additional items and you have a walking taco. You can even have a table where walking taco customers can add the additional items, once you have added the meat. See the Carnival Games page for carnival game ideas. You can also have facing painting and another popular activity is button making, if you have a button assembler. Kids draw a design or write their name on small circles of paper and then they have a cool self designed button to wear. The carnival that we do has a two-ticket system. One ticket is purchased which is used to play the games or buy food. The other ticket, which is a different color, is used for winning a game. Players will earn these tickets through out the day and then once they're ready to leave, they cash in their tickets for prizes. One room is designated for this purpose. Prizes can be pencils, erasers, donated items, small safe toys, up to large items for higher accumulated tickets. Prizes can be purchased in bulk and stored until the next carnival. This would be a great event to partner with other clubs and organizations!

Cow Poke Buffet & Auction

Get donations of food items from local grocery stores for volunteer cooks to prepare into dinners for an All-you-can-eat Country Cooking Buffet. To get a headcount, sell tickets in advance for \$7/\$5 each. After the buffet hold an auction of the free donations from local merchants such as free oil changes, gifts, dry cleaning, meals, motel stay, golf packages and more.

Cutie Pie

Ask your professors and business department staff to bring in their baby pictures and then color copy them onto photo paper. Display the pictures in the hall and asked the students and faculty to vote for the cutest baby by dropping money in the folders. Encourage change, bills & checks. The top boy & girl won a gift certificate to go out to eat. Also, add

an additional contest of guessing who the babies were. We put the participants' names all over the display but not in any order. This gave them recognition for participating. To vote, they fill out a sheet guessing who each one was and dropped it into a Valentine box with \$1.00. The person who guessed the most correct names won 1/2 the money

Doorway Sponsor

Contact area businesses to be sponsors of a classroom doorway. Set a dollar amount for sponsorship of \$50-\$200. Each sponsor will have their name across the doorway of the sponsored room and the walls decorated to depict that business. Use different colors of construction paper to simulate the company logo or color theme. The best time to do this is before and during student conferences to ensure the most exposure for the advertiser. You could even offer the sponsor to be added to the next month chapter newsletter as an added benefit and a way of thanking sponsors. This is a great way to kick off a partnership with a business!

Duck Derby

Gather together (by scrounging) a lot of rubber ducks. You can do this by asking local companies to buy them or just by asking a lot of relatives. Then you have to get lots of prizes, 1st, 2nd and 3rd at least. You'll also need a river to let the ducks swim in!! When you've got all the prizes and the required number of rubber ducks, all you have to do is get people to sponsor a duck. You can do this by again approaching local businesses, friends and family. Maybe \$5 per duck, or more if you need it!! On the big day you can organize other stalls, like a cake stall, hot food bar etc. Maybe even a bouncy castle!! You will have all the ducks numbered with PERMANENT MARKER (so it doesn't com off in the water) you let the ducks go at the same time. Whoever's duck gets to the finish line wins first prize and so on!! It really is hilarious seeing about 1000 yellow rubber ducks coming round the bend of a river!! You'll have everyone in ruptures, never mind the money you've made!!! Good luck!!

Golf Outing

You can make this an annual event once you've set up a game plan. Find a company or a few businesses to underwrite the event. Charge a fee in the range of \$50.00 per person or \$90.00 per couple, which could include a 9-hole scramble, golf cart, picnic, prizes and contests. You could also offer the picnic dinner only price of \$8.00 to \$12.00. Contact businesses that would donate items, meals or services to be auctioned at the picnic. Maybe within the group, individuals might have something to donate that could be auctioned. You could also have a 50/50 raffle with plenty of great prizes. You could find sponsors for the golf carts and display their posters on them.

Karaoke Dinner

Charge a flat cost-per-plate such as \$10 and prepare a dinner that would serve a tasty but simple meal consisting of salad, main course (best bet is pasta) and dessert with coffee or tea. Then, following the dinner, have a Karaoke Night. What we'd do is have a sort-of auction way of getting people to get up and sing. The auctioneer has a list of songs that you have on disc (particularly goofy songs preferred) and anyone and everyone who's in the hall that night has had their name secretly put in the 'draw'. The auctioneer pulls out a name and asks, for example, "what am I bid to hear Roger sing "Feelings"?" Then people begin to call out what they'll put into the 'pot' to hear him sing it; those bids being only \$1 or \$2. Unlike a true auction, no one person gets stuck footing the whole amount, but rather you run around taking the change from the people and we watch the pot grow and the pressure build for Roger to get up and sing his rendition of "Feelings." The only way he can get out of doing it is to match the amount in the pot. Hopefully the folks attending the dinner/karaoke night will go away having enjoyed a thoroughly entertaining and funny evening.

Pancake Breakfast

Cook pancakes and sausages on rented

outdoor grills if you don't have ample cooking space indoors. Reservations can be made in advance and set up area for non-reservation customers. Serve juices, coffee and tea, charge \$3.00 per person, \$2.00 for children 4 - 10, and under are free.

Penny Quest

This is a great activity to partner with organizations on campus. The object is to collect as many pennies as possible with no silver. With a jug for each club/organization/dorm at your student union or dorm lobby, students put pennies in their organization's jug but drop silver in all other jugs throughout the week. For each silver coin found in your jug, you deduct pennies. 25 cents =25 pennies deducted, 10 cents =10 pennies deducted, and so on. Remember the object is to collect the most amount of pennies. At the end we count and deduct and the organization who has the most pennies wins!

Script Program

Once a month, send distribute an order form in business classes for certificates to be redeemed at stores, restaurants, and companies. Check with major stores, gas stations, pizza parlors, restaurants, and even home vendors like health professionals or toy distributors.

Silent Auction

Call local businesses and ask if they would be interested in donating an item which you could use to auction off during a special event and tell them the date and what the funds raised will benefit. The night of the open house, set up the donated items. Visitors will come through and bid on any item that they would like to purchase. If someone else comes behind them and is willing to pay more for the same item, they simply write down a higher bid. At the end of the evening the highest bidder is allowed to purchase the item for that amount.

Tree of Lights

Make strings of lights. The center pole is a piece of PVC pipe about 12 feet high. Run strings of lights from the ground over the top of the PVC pipe in the shape of a tree. Place a bulb and a 3x5 file card in a Ziploc bag. Cards should look like this.

IN HONOR OF:

IN MEMORY OF:

FROM:

Set out a basket full of Ziploc bags and accept donations for the bulbs. Light the tree during a chapter meeting or special event. P.S. Make the tree any size to accommodate your needed size.

Used Bike Sale

Advertise a bike sale at your organization (many families have bikes that the kids have outgrown). You can give people four choices, donated, sell at asking price, selling price then to auction, or auction off at end of sale. You might want to include selling refreshments or baked goods. You would keep 10-20% of each sale.

Walk-a-thon

Have your chapter members get donations for a walk-a-thon (great for use with the March of Dimes Walk America). What works best is to get a donation amount rather than collect per miles they walk. The reason for this is they don't have to go back and collect the money. Have collection sheets made up for each member that participates. You could decide ahead of time with the money collected that a portion of it will go to another charity (you may consider donating 10-20%). Have a day planned out for the event and a backup date in case of inclement weather. Plan it with shifts walking at an easy pace, resting and refreshments.

Web building

This fundraiser will make you money and at the same time it will give your members experience. Go over to local business and tell them if you can do a web site for them and

ask for a donation.

Local Chapter Coin Toss

At a club and organizations fair, make buckets with the names of the organizations you are trying to raise money for on the side. Then ask students to bring in spare change and have them line up a certain distance behind the bucket of the organization they wish to donate to. Have the students toss the spare change they brought into the buckets, the students who get their coins in the bucket then receive a small prize for their efforts.

Haunted House

Turn a classroom on campus into a haunted house for Halloween! Charge a \$5 fee for admission. Send flyers to high schools, middle schools, and elementary schools beforehand.

Holiday Candy Sale

Sell tickets with the name of the giver, recipient, and any other information needed. The giver will fill out this ticket and pay \$5 to have a special gift (of your choosing) delivered to the recipient's work on a chosen day. It has the best results if it is held right before a major holiday. This is a great alternative to sending expensive flowers!

Valentine's Day Flower Sale

Sell tickets for \$5 with the name of the giver, recipient, and any other information needed, so you can deliver the flowers to the appropriate person on or around Valentines Day.

Valentines Day Carnation Sale

During the few weeks before Valentines Day, have members take orders for carnations which are delivered on Valentines Day (or the school day closest to it). The flowers can be purchased from a wholesale flower company for very minimal costs. Talk to local flower

shops for possible assistants in preserving the flowers and/or purchasing them. By taking pre-orders, it eliminates un-needed leftovers and also makes it easier to distribute.

Birthday Gift Time

Sell tickets with the giver's name, the recipient, and the birthday of the recipient on it for \$5. For this amount the recipient will receive balloons, a card and a snack (muffin or cookie) that will be delivered on the recipient's birthday.

Dash for Cash

At a big sporting event at your school (like a basketball game), offer people the chance to "Dash for cash". For one dollar, they get a raffle ticket; they can buy as many tickets as they want, as long as they buy them with one dollar bills. At halftime, spread half of the money you raised on the field. Draw a ticket from those you sold. That person has 30 seconds to collect as much as possible without a bag to carry it in. The person gets to keep the money they grab; you get to keep the money they missed, and the half you kept.

School Spirit Clothing Sales

Selling spirit wear is an easy and effective fundraiser. Make up order forms with a picture of the different items and take pre-orders. That way there aren't miscellaneous sizes left over that no one wants. Have order forms placed in the school newspaper and also advertise in your business classes. Put a picture of the school mascot and name in the school colors or make the shirts theme-oriented such as homecoming or a sport. Everyone wants clothes to show off their school and by doing different shirt orders throughout the year is a way to keep a constant flow of money coming into the chapter's account.

Scratch and Help Card Booklets

Each member of your group receives a

customized Scratch & Help card (booklet) with the name and logo of your organization. The booklet has 50 scratch off circles with hidden donation amounts ranging from \$.50 to \$3.00. Your members approach friends, family and neighbors asking them to scratch two or more circles and donate the total amount uncovered. In return for the donation and regardless of the amount, the donor receives a sheet of valuable coupons from our sponsors (8 coupons per sheet) as a 'thank you' for their contribution. Your group member then takes the booklet and continues asking other people to scratch and donate until it is completely uncovered. Once all circles have been scratched off, the booklet produces \$100 in donations making \$80.00 profit per book. Each Scratch & Help card (booklet) is personalized with your group's logo and has a coupon pad inside with great coupon offers from; Pizza Hut, Subway, Mrs. Field's Cookies, Blimpie, JC Penney, Jiffy Lube, etc. These coupons are given out as a 'thank you' for the participant's small donation.

Ink Cartridge Recycling

A recycling program for collecting used printer cartridges costs nothing to put together. All collection boxes and shipping needs are covered by the supplier. Your effort involves finding businesses to participate in the program, leaving pre-labeled boxes with a site representative, and providing directions and calling UPS to pick up a full box. A used cartridge is worth between \$1 and \$20, depending on the popularity of the printer and the cost of a new cartridge. Many businesses encourage recycling efforts. For good prospects, check with the leasing manager of large office buildings that house multiple companies. Another good location is an electronics store or office supply retailer. Customers often bring in their old cartridge when shopping for a replacement. You are doing the retailer a service by providing them with an environmentally safe way to dispose of these leftovers. A good recycling program will cover a couple of dozen sites and not require much work after the initial placement. Over time, working this many sites can

produce a considerable amount of funds for your group. One good source for a complete turnkey cartridge recycling setup (at no cost to your group) is the Funding Factory. They recycle inkjet cartridges, laser cartridges, and old cell phones.

Discount Cards

Discount cards can be made using almost any kind of deals for any store. These can range from free drinks with a fast food order, \$1 or more off on a submarine sandwich, savings on video rentals, haircut discounts, free ice cream, and other special offers. Have members solicit from local business ad space along with a discount that they are able to offer on the card. You can sell ad space on the cards for profit as well. Most companies will put your organizations logo and name on the card so people will remember your organization.

A Mile of Quarters

Talk to a florist in town and arrange to get ribbon in your school color (should be 2-3 inches in width and whatever length you want). Collect money with the goal of having enough quarters to fill the ribbon, 4 across. Collect all forms of money, remember, you can get your local banks to give you rolls of quarters in exchange for other forms of money. Lay the ribbon out in the school parking lot. Set up of the quarters could take several hours depending on how many volunteers you have.

Christmas Wreaths

They are made fresh; you can get an early jump on the retail stores and conduct your fundraiser as an order-taker before Thanksgiving. Suppliers also offer door swags, mantelpieces, centerpieces, candle wreath packs, and fresh cut holly. Prices range from \$17 up to \$50. Delivery is easy, with each wreath sealed in a plastic bag to preserve freshness.

Coffee Sales

College students love coffee! Your supporters can select from 20+ flavors. Most suppliers have small "dollar bags" or the better selling half-pound package. Usually, the cost for a half-pound of quality coffee is \$3, and the retail price is \$5 or \$6. You can offer a choice of whole bean, or ground varieties. The idea here is to tap into the market for something that almost every household buys regularly, and then expand upon it with multiple flavors. Their names conjure up images of a cup of coffee wafting delicious aromas throughout the kitchen - flavors like Hazelnut, Toasted Almond, Hawaiian Coconut, Butterscotch, or Morning Glory.

Specialty Stores

Specialty sales of a seasonal item. Examples would be a Pumpkin Patch sale, a Christmas tree sale, a Spring Flower Bulb fiesta, and so on. This involves an effort similar to having a large yard sale. You will need a high-traffic location and some advance publicity. Make it quick and keep it fun. Setup on a Friday, sell hard on Saturday, and wrap it up by Sunday afternoon. Make arrangements ahead of time with your supplier about how to handle left over items. Source pumpkins from the local Farmer's Market, Christmas trees from grower's associations, and flower bulbs from national suppliers. Be sure to price everything competitively and offer great customer service. For Christmas trees, have able bodies standing by to tie them down on vehicles.

A Piece of Time

The idea here is to offer family portraits, glamour shots, vintage photos, and other "dressy" pictures. You'll need a central location with plenty of room for costume changes, picture-taking backdrops, and a waiting area. The best times are usually Saturdays. Pre-sell the event with flyers and "reserved session" tickets. You'll want to get photo commitments up front from 250 people to make this worth your while. Your group can coordinate with a local photographer or partner with a national photography chain.

Comedians

Call Comedians. They offer over 50 performers capable of meeting almost any entertainment need. These hilarious entertainers will have your audience rolling with laughter -- and no one will be offended! All you need to coordinate is a hall or auditorium and arrange an audience. Sell tickets up front or at the door. If you want to make additional funds, you can also offer food items as well.

Charity Concert

Organize a concert of local bands. This is an idea project for a charitable cause (example: March of Dimes), as most bands will agree to play for only gas money. Publicize the event on campus, sell concessions, develop a theme, find a local DJ to rent you his sound system and services for an evening, and rock the house! Programs and flyers with ads from local businesses could bring in additional revenue. As an additional twist, conduct it as a Battle of the Bands with American Idol-style judging!

(Your Town)-opoly

Make a derivative of the popular Monopoly board game! Parker Brothers offers free licenses for non-profit organizations to make customized replicas of its game, and companies exist that will help manufacture your game. Sell the lots on the board to local businesses (example: McDonalds instead of St. James Place), then sell the game in the community. Double profit potentials from advertising and sales revenue!

Funny Photo Contest

The ultimate revenge fundraiser! While this project works best in a school with plenty of students, it can be hilariously profitable for any chapter! Publicize the event in advance so students (and faculty!) can dig through their scrapbooks (or search Facebook), then let the laughs roll in! You can charge a small

fee (\$0.25) for each entry. Have your judges pick 3-5 finalists, and have the students vote by putting money in jars beneath the finalists! Attractive and creative prizes add all the more to the fun! As a twist, have two categories -- original photos and "doctored" photos for those aspiring graphic designers.

Server for a Night

Get in touch with local restaurants and ask if members of your chapter can volunteer for an evening in exchange for the tips they collect and a percentage of the evening's profits. Then advertise the event all through the school and community to get people to come eat! Pizza places, in particular, are very open to this type of fundraiser. If your chapter is very ambitious, hold a "Night on the Town" fundraiser, where you staff several local restaurants to up the options, participation & profits!

Cookbooks

Make cookbooks with favorite recipes and sell!

Wal-Mart Matching Grants

Wal-Mart offers matching grants for fundraisers by non-profit organizations that will help the community. Contact the Community Cooperation Director at your local Wal-Mart (which doesn't have to be in your town), and request an application a month in advance of the event. Hold your fundraiser, and Wal-Mart will make a donation to your chapter for equal to what you raised! (up to \$2000)

Chili Cook-Off

Who has the best pie/chili/steak in town? That's what you're going to find out! Hold a cook-off for the food of your choice -- pies, chili and steak grilling are among the most popular. Go crazy - celebrity judges, grocery-store sponsorship, cook costume contests, and more! Charge an entry fee, and get prizes donated from local grocery or hardware stores. Then rake in more profits by

holding a dinner with the massive leftovers from the contest! Local radio personalities love to ham up events like this!

Sports Tournaments

Host a sports tournament for students, faculty, business group & community teams. Many sport tournaments make money, and they can be a lot of fun at the same time! Some suggestions are basketball, baseball, table tennis, golf, pool, bowling, volleyball & softball. Have contests for team uniforms, team "cheerleaders", and stunt contests between matches. Charge an entry fee, sell concessions, and get local businesses to sponsor the event.

Final's Packs

Care Packages are sent to students as ordered by parents or friends during finals. These may include things to help with that last all-nighter, as well as study guides, etc.

Picnic Basket Auction

Put together the coolest picnic baskets and auction them off to the highest bidder. Businesses are often glad to donate things for the baskets.

Design Your Chapter T - Shirt

Have a contest where people turn in ideas for the chapter T-Shirt by paying an entry fee. The winner gets their design on the T-Shirt, plus a prize!

Jazz Night

Have a night of Jazz at your school. Have your own school band, or another Jazz band play at your school while you teach people how to swing!

Recycle for CA\$H

Everyone has useless newspapers, bottles, cans, etc. Have members collect objects that can be recycled from home, dorm rooms, and offices, store them at someone's

garage, then at the end of a week/month, bring everything to the recycling station. The money you get from recycling is your profit. This is a great way to help clean our living environment and a easy way of making money. If 100 people brings in 30 bottles each, you will make about \$300 depending on the rate.