

Dear Legends Member:

The Legends Sponsorship Program is an excellent opportunity for you to raise some or all of your fees. Enclosed is a sponsorship forms for your use. Feel free to make as many copies as necessary. This program is designed to promote you in your community, as well as aid in fulfilling your financial obligations. Please remember that all donations are tax-deductible and 100% of the amount received will be credited to your account. Suggestions are listed below to help aid in receiving successful sponsorships.

****Members needing payment arrangements are expected to participate in this program.***

SPONSORSHIP SUGGESTIONS

1. Focus on 15-20 businesses or clubs in your local community. - *i.e. Supermarket, Bank, Insurance Company, Auto Dealership, Band Boosters, Lions Club, Rotary Club, Kiwanis, Bakery, Flower Shop, etc.*
2. Research the business and individuals who support other charitable youth programs. – *it is in your best interest to find a contact name for these businesses.*
3. Schedule an appointment with the Owner/Manager and ***be on time!***
4. Your presentation should be brief, yet informative.
5. Dress appropriately! First impressions mean a great deal to businesses. Make it a good one!
6. Introduce yourself and your affiliation. A firm handshake will go a long way.
7. Do not be intimidated! They set time away for you to hear what you have to say.
8. Always leave with a smile and thank them for their consideration and time.
9. Send a “Thank You” card to all individuals and businesses you have presented to. This should be done ***the day after*** your meeting so they receive it not to long after you have first met them.
10. Contact the Ibe at 269.720.8231 or ibe@legendspaa.org for assistance.

We will send a “Thank You” from our office once their donation is received. Keep us up to date with any donations you are aware of and also to see if any have been sent our way. It would be best to have all donations sent directly, but if they choose to leave it with you, be sure to send it to us right away.

Good luck!