



# FUNDRAISING PLANNING

## FUNDRAISING THOUGHTS

- I. Fundraising is not a daunting task! Many who have come to LEGACY before you have done it. And so can you.
- II. Fundraising requires due diligence. First, determine what semester(s) and trip(s)<sup>1</sup> God wants you to participate in at LEGACY and the appropriate amount you need to raise in partnership with God.
- III. An old adage says, "Fail to plan, and you can plan on failing." This wisdom may be old school, but it is nonetheless practical and worth noting. (Keep in mind that this is simply "wisdom" and not "Scripture.") Laxidascal believers often presume that if it is God's will for you to come to LEGACY, He will provide adequate funds for the training without you doing anything. We see what they're saying, but we encourage you to put some thought, prayer, and partnership into the process. Get some skin in the game! Even Jesus had to do it when He said, "My Father is working until now, and I also am working." (John 5:17)
- IV. The following pages will give you a springboard into this process. Print out some copies and begin to brainstorm!

The sluggard craves and gets nothing, but the desires of the diligent are fully satisfied.

PROVERBS 13:4

## DETERMINE AN APPROACH

- I. Which training at LEGACY will you be attending? Have you considered attending multiple semesters?
  - Summer — \$4,500
  - Fall — \$4,500
  - Summer + Fall — \$7,000

---

<sup>1</sup> If your semester was to offer a trip to Israel or Africa, for example.

- II. Now that you have a financial bottom line and goal, determine a strategic approach to engage donors toward this goal. (Depending on the timing of your strategy, you may want to ask donors to give over a period of time to make it easier on them.)
- III. The two proposed strategies below will help you get a running start in this process. Add to it, alter it, or create your own.
- IV. Approach this process in faith, not fear; in prayer, not wishful thinking, in diligence, not apathy, in Spirit, not the flesh.
- V. Once you have your names listed, create a process to engage these individuals, i.e., phone, mail, email, appointments, etc.

### **SCHOLARSHIP PAYMENT**

- I. Ask your donors to scholarship you and write their checks to LEGACY.
- II. They are also welcome to give online with their credit card. However, we recommend a check, especially for amounts exceeding \$250.
- III. Scholarship supporters will be eligible for tax-deductible receipts that LEGACY mails to donors every year in January.



# THE 45 X 100 STRATEGY = \$4,500

ASK Strategy: Fill in the slots with names according to the categories.

ASK these 45 people<sup>2</sup> for \$100 each payable over 4 months = \$25 per month.

- |                                   |                                    |                                    |
|-----------------------------------|------------------------------------|------------------------------------|
| 1. My Contribution                | 19. Family Friends                 | 37. Church Relationships           |
| 2. Family (immediate & extended)  | 20. Family Friends                 | 38. Church Relationships           |
| 3. Family (immediate & extended)  | 21. Family Friends                 | 39. Church Relationships           |
| 4. Family (immediate & extended)  | 22. Dad's Associates & Influences  | 40. Church Relationships           |
| 5. Family (immediate & extended)  | 23. Dad's Associates & Influences  | 41. Church Relationships           |
| 6. Family (immediate & extended)  | 24. Dad's Associates & Influences  | 42. Friends (School, Social Media) |
| 7. Family (immediate & extended)  | 25. Dad's Associates & Influences  | 43. Friends (School, Social Media) |
| 8. Family (immediate & extended)  | 26. Dad's Associates & Influences  | 44. Friends (School, Social Media) |
| 9. Family (immediate & extended)  | 27. Mom's Connections & Influences | 45. Friends (School, Social Media) |
| 10. Family (immediate & extended) | 28. Mom's Connections & Influences |                                    |
| 11. Family (immediate & extended) | 29. Mom's Connections & Influences |                                    |
| 12. Family Friends                | 30. Mom's Connections & Influences |                                    |
| 13. Family Friends                | 31. Mom's Connections & Influences |                                    |
| 14. Family Friends                | 32. Church Relationships           |                                    |
| 15. Family Friends                | 33. Church Relationships           |                                    |
| 16. Family Friends                | 34. Church Relationships           |                                    |
| 17. Family Friends                | 35. Church Relationships           |                                    |
| 18. Family Friends                | 36. Church Relationships           |                                    |

---

<sup>2</sup> If you are planning to come to both semesters, ask 70 people to sponsor you \$100 each over 4 payments of \$25.



# THE TIER STRATEGY FOR \$4,500

ASK Strategy: Ask various people to commit at different giving levels.<sup>3</sup>  
Put their names into the slots and ASK them humbly, but confidently.

## \$1,000

Giving Options:

\$250 x 4 months	1.
\$500 x 2 months	2.
\$1K onetime	

---

## \$500

Giving Options:

\$125 x 4 months	1.
\$250 x 2 months	2.
\$500 onetime	

---

## \$250

Giving Options:

\$50 x 5 months	1.
\$125 x 2 months	2.
\$250 onetime	

---

## \$100

	1.	6.
Giving Options:	2.	7.
\$25 x 4 months	3.	8.
\$50 x 2 months	4.	9.
\$100 onetime	5.	10.

---

<sup>3</sup> Adjust these tiers if you are planning on raising \$7,000.