



So, you've gotten into a GPSA program, but you have not received enough financial aid. How are you going to make this work?!? The answer is fundraising. GPSA expects every participant to work with the community in need, GPSA, your family, your friends and others to help people in the developing world. This includes your presence in the community, but this also includes your efforts to raise funds.

Fundraising is not a negative thing. It is part of helping others. Remember, you are not raising funds for yourself. You're raising funds to provide help for a community in need. You should feel proud to help people find a cause that really matters. This is a chance for you to educate others about your upcoming experience and the community you will be helping. You'll be amazed at how people will get excited about what you are doing and who you are helping.

Fundraising does take planning, hard work, tenacity and a sense of humor. But, keep in mind that most of the GPSA participants are working to raise their program fees too. In fact, fundraising is part of your GPSA experience.

This guide will provide you tons of great ideas that you can implement right now to help you reach your goals. Keep in mind that no one idea will work for everyone or get you to your goal. Plan on doing at least a direct solicitation of your friends, family and some institutions. Then, plan a few more activities, and you're almost there!



Direct Solicitations: Friends and Family

Everyone should start with a direct solicitation from your family, friends and others. A good way to start this first fundraising activity is to sit down and brainstorm a list of individuals and institutions that you ask for funding.

Start with your friends. Most of your friends will be able to contribute \$1, \$5 or \$10. Every contribution makes a difference. And, you're giving your friends a chance to make a difference too. Plus, starting with your friends gives you a chance to practice asking for money.

Next list your teachers, coaches, doctors, advisors, supervisors, employers, friends of your parents, and others who may be able to contribute \$50 or more. Don't forget the people who recommended GPSA.

Now, prepare a letter for each group. The letters can be similar. Explain your plans, the trip and why you're asking for support. You're going to need to follow-up your letter with a phone call or a face-to-face ask. The letter won't be enough in most cases.

If you really feel uncomfortable asking your friends and family for money, consider these ideas. Ask them to forgo your birthday, Christmas, Hanukkah and/or graduation gifts to instead give a gift of money toward your GPSA fee. Or, sell "subscriptions" to a newsletter that you will send them before you depart and after you return. Consider selling "shares" of your GPSA experience.

You should expect the majority of people that you write, call and then ask face-to-face to give you a donation towards your trip anywhere from \$1-\$50. A few may be able to give you more.

If your donors wish to write a check, ask them to make their checks out directly to The Global Public Service Academies. Be sure they put your name in the memo. They can send their check to GPSA at 13200 Strickland Suite 114-145, Raleigh, NC 27613

On the next page, you'll find a sample letter to get you started with this idea.

Students Making a Difference



www.gpsa.org

Dear Friends:

I am writing to ask for your support with a project I've become involved with and which is very important to me. I have recently been accepted into the Global Public Service Academies. In just a few months, I will be traveling to Calhuitz, Guatemala to work in a Mayan rural health clinic.

Among other tasks, I'm going to help screen Mayan children for malnutrition and help design solutions for disabled members of the community. I'll be work with faculty from MIT, Duke and other universities to make a real difference in an impoverished community.

The cost of my placement, training, air travel, insurance and field support for the summer is about \$6,000. I am working very hard to raise the entire program fee through extra work hours, grants, and a spring break fundraising event, but I also need your help. A donation from you would help make it possible for me to contribute what I have to offer to a poor family or child in Guatemala.

Make your checks out directly to The Global Public Service Academies. Be sure to put my name in the memo. Please send your check to GPSA at 13200 Strickland Suite 114-145, Raleigh, NC 27613.

Please take a few moments to visit the GPSA site at www.gpsa.org Please feel free to get in touch with me if you have any questions, ideas, or if you know anyone who might be interested in this project.

Thank you so much for helping make this experience possible for me.

Sincerely,

[your name]



Direct Solicitations: Institutions

The next idea is to ask clubs and institutions. Again, make two lists. For both lists, you'll want to start with a letter and then a follow-up call.

You should give a presentation before you leave and after you've returned. GPSA can help you with a power point, brochure cards and handouts for your talk before you leave. You'll have plenty of photos for the talk when you return.

The first list is every group and club to which you belong . The first institution on your list should probably be your religious affiliation, church, synagogue, etc. Be sure to include clubs like the Boy or Girl Scouts or sports clubs. Also, your school is an important institution.

If you are active in a church, most churches have mission societies or other groups (men's/women's fellowships, Sunday School classes, fraternal organizations, etc) that enjoy sponsoring students' mission trips.

For your school, you'll want to contact your principal. Be clear that you are looking for money and that you are willing to give presentations. But don't stop there. Some high schools, junior high schools, and even elementary schools, have special funding set aside for their alumni. Arrange a meeting with your old principal to discuss any available sponsorship from your school. Again, be sure to offer to make a presentation when you return.

The second list should be local service organizations. These organizations are dedicated to service and may have a local chapter that you can solicit: Rotary International, Kiwanis International, Civitan International, Soroptomists International, Optimists International, Women's Aglow International, Lions International, Key Club International, Shriners, Zonta International, Junior Chamber of Commerce, Chamber of Commerce, Knights of Columbus, Elks Club, Moose Lodge, LULAC, and Native Daughters of the American West. Be sure to find the president or other member of the local chapter. Contacting the national office can be helpful to find your local contact.



For the service organizations, such as the Rotary club, you may also be asked to complete some forms, participate in some meetings or do other tasks. These may seem tedious, but some of these organizations have been known to provide \$1000 or more for a trip like yours.

Activities and Events

The fun part of your fundraising strategy should be your events. Just about anything can be a great fundraising event for your trips. These are fantastically successful and a great way to approach people that aren't your friends or family. The only caution is not to spend too much money setting up the event!

The first step is to decide what you will do. Nearly anything will work. If you like playing basketball, then shoot free-throws for 24 hours. People can sponsor you \$0.10 for every point. If you like dancing, then dance for 8 hours, getting sponsors for every minute you dance. Let people select the dance style they like the most. If you are artistic, then have people buy your artwork. Not only can they sponsor each piece of art, but you can have a showing at the end, where again you raise funds.

You can also do events that don't require you to be an artist or an athlete. For example, get a local candy shop to donate sweets, then hold a candy-fest and invite your friends and have them invite theirs. Everyone who attends get free candy, for an admission fee.

For every event, be sure to convince your best friend to do it with you. Two of you shooting baskets raise twice as much money as you do alone. Again, donors can make their checks out to GPSA, with your name on the memo line.

Grants

There are not that many organizations that give grants for trips like GPSA, but there are a few. Keep in mind that they are quite competitive. You may need to write ten grants to receive just one. Check the website for the Foundation Center at www.fdncenter.org, a source for national fundraising information with links to local websites.



GPSA also offers financial aid for participants. You can find out more about that at the program's website. However, please keep in mind that GPSA, like all grants, are very competitive. So, don't make this your only approach to fundraising.

When All Else Fails

If you are not able to reach your goal this year, don't give up! First, all the money that you raised, and your admission to the program, can be deferred until the following year. This gives you at least twice as long to raise funds. In the meantime, you can work a few more hours at your job and perhaps make a few more phone calls.

Also, consider working for GPSA! All accepted sophomores and juniors (at the time of first acceptance) who defer their admission for one year have the option of becoming campus representatives. Campus representatives earn cash towards their trip by giving recruiting talks and managing on-campus communications. If you're interested, send us an e-mail at info@gpsa.org

Overpayments

Your program fee must be paid in full by the deadline set for your program, usually about 45 days before you depart. We call this deadline your close date. If your fee is not paid in full by the close date, you'll need to defer your departure for a year while you raise the additional funds. Any funds received after the close date for a deferring participant will continue to be added to your account until the next close date.

Once your program fee is completely paid, including any travel or lab fees, any additional funds received from your family or friends will be credited to your account up until your close date. Should GPSA receive more funds than required for your fees, including travel or lab fees, before your close date, GPSA will refund overpayments to your parents up to the amount paid by your parents. After your close date, all payments are returned to the payees, if they so choose. Sorry, but it is not legal for GPSA to refund funds from one of your donors to you or your parents after your program close date.

Students Making a Difference



www.gpsa.org

Tax Advice

Please note that GPSA cannot offer tax advice to you, your family or those making tuition payments on your behalf.