



Inspiring Mobility & Independence

National Big Hat Fundraiser

OR

What Can We Do To Help?



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We **Are Not** Selling Anything!

We **Are Not** Looking for Member Donations!

We **ARE** Looking for Member Support
to Attract Corporate Donors



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What's Our Goal?

Each Chapter collects **\$500** from external donors

150 clubs

\$75,000



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What's In It For Me?

Top Chapter Gets 10% of Total

\$7,500 if Our Goal is Met!

**Top Member will be recognized with a donation
award in their name \$1,000**

(1% of Total if Goal Not Reached)



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How Can We Do This?

We Need Your Help!

Active Membership Solicitation



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We Will Provide Tools to Help

- AMBUCS brochures
- New AMBUCS video (<90 secs)
- Guideline to assist in solicitation meetings
- Each club to provide this presentation to ***all*** their members
- National Big Hat President support



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How can my Chapter do this?

- Identify potential contributors
- Commitment to solicit
- “Divide and Conquer” – every member involved
- Set chapter goals for soliciting from each member
- Monthly check-ins / reminders
- Utilize technology (social media, email & phone campaigns)



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Potential Contributors

- Financial Institutions
 - Credit Unions / Banks / Financial Managers
- Professionals
 - Therapists / Doctors / Lawyers / Dentists
- Local small to medium businesses
 - Restaurants / Trades / Service
- Large Corporations (helps to have personal contact on inside)
- Foundations
 - ID organization and request application procedures



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Guidelines – Getting The Meeting

- Contact potential contributor
 - Cold call/visit or phone ahead for appointment
- Ask to speak with decision maker
 - Manager / Owner / etc.
- Introduce yourself and AMBUCS Mission
- Secure meeting date & time
- Thank them for taking the meeting



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Guidelines – At The Meeting

- Keep it short and to the point
 - 5 – 10 minutes
- Present yourself and AMBUCS
 - Give them the brochure
 - Show the video
- Explain why you are there
 - Asking for support for AMBUCS
- Focus on AMBUCS Mission and how Big Hat contributes
 - Amtrykes for children & veterans
 - Scholarships for Therapists (OT/PT/SP)
 - Community Service (ramp building, etc.)



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Wrap Up The Meeting

Get A Commitment!

Thank You, Thank You, Thank You!



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Remember...

Top Club Gets 10% of Total

\$7,500 if Our Goal is Met!

**Top Member will be recognized with a donation
award in their name for \$1,000**

(1% of Total if Goal Not Reached)

\$75,000 / 5000 Members = \$15 / member!!!



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Also Remember...



I'll Be There To Help...



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Muchas Gracias

Dankeshön

Thank You

Grazie Mille

Merci Beaucoup