



HOW TO ASK FOR A DONATION



Where to get sponsors

You can look for sponsors just about everywhere. Some of the best places are businesses that you frequent. Sponsors are not only businesses, but can also be a church, club or family group, etc. You may also want to ask a parent if there is a possibility that their employer might wish to sponsor the auction. If money is offered please accept and turn it into your key leader.

How to present yourself and 4-H

When trying to solicit sponsors, you are representing Van Buren County 4-H. You should always be polite, courteous and respectful to potential sponsors. Remember that you are trying to get money, services or merchandise from them. If you are rude or untidy, your chances are much lower in obtaining their sponsorship. Make sure you state that you are representing the Van Buren County 4-H Program.

BE POLITE!

Frequently asked questions

Where does the money go? The money goes for youth and leader training, educational trips, scholarships, recognition events, educational resources and fair expenses.

What do I get for my money/donation? Your name or business listed on a sign at the auction, on the website for the auction, www.youngexplorers.net/auction and announced during the auction if receipt is turned in by January 13th. Your donated items are tax deductible.

If donating cash, whom do I make my check out to? Van Buren County 4-H Leaders' Association.

When and where is the Auction? Saturday, March 3, 2012 at the *Van Buren Conference Center, 490 S Paw Paw St., Lawrence, MI 49064*. Doors open at 9:00 a.m. and the auction begins at 10:00 a.m.

What to say

Hello, my name is _____; I am with the Van Buren County 4-H Program. We are looking for sponsors to help us with our expenses. I was wondering if you might be interested in making a donation. At this time, give sponsorship request to person. Read sponsorship benefits to them.

1. (Answer is Yes). (Fill out receipt and accept donation.) Thank you very much for your generous donation. May I leave a flyer with you for display?
2. (Answer is Come back later.) (Find out whom to contact and a convenient time for call back.) Thank you for your time. May I leave a flyer with you for display?
3. (Answer is No.) Thank you very much for your consideration.

"HAVE A NICE DAY!"