



# HOST A FOODRAISER

## SUPPORT TEAM JACK

HOSTING A FUNDRAISING EVENT AROUND A MEAL CAN BE AS SIMPLE OR COMPLEX AS YOU'D LIKE TO MAKE IT. HERE ARE A FEW IDEAS:

1. Brown Bag Lunch
2. Pancake Breakfast
3. Spaghetti Dinner
4. Pot-Luck Dinner
5. Intimate Major Donor Dinner (BJF staff assistance & attendance available)
6. Large-Scale Fundraiser (BJF staff assistance & attendance available)

HERE ARE SOME TRIED AND TRUE STEPS FOR HOSTING A SUCCESSFUL FOODRAISER!

1. **Find a Lovely Space** – This could be your home, a local restaurant, place of worship, or another cool venue that you are thinking of!
2. **Invite Your Guests to a Place that Makes Them Feel Special.** It's always great if it's a jaw dropping home that they can tell their friends they visited. But the most important thing is that the home be lovely, warm, engaging and large enough so that your guests can comfortably mingle in one open space if possible. The more a sense of community you create in the space, the better.
3. **Fill Out the Short Form Below and Request Materials for Your Event!** We can send you:
  1. Printed brochures about the Badou Jack Foundation and our Mission
  2. Gift Envelopes for Participants to Make Donations (preferably to leave with you but they could send gifts to the Foundation directly as well)
  3. Customized Flyers to distribute to participants and supporters to promote your event
  4. Customized Posters to hang everywhere (if your event is open to the public)
  5. A Short Downloadable Inspirational Video from Badou Jack!
4. **Develop Your Pitch!** What? You didn't plan on making a pitch? Stop it right there! You bring people together around the work of your organization and YOU MUST MAKE A PITCH. The kind of pitch you make depends. More on this in #9. This is critical as you will fire up your guests around a great cause, the Badou Jack Foundation!

**NOTE:** Everyone has to be able to hear the pitch. Better in a small setting to be un-miked.



5. **Consider Your Own Gift.** If you lead by example, others will follow. It should feel like a big deal. The host should be enthusiastically willing to welcome people and to share her/his enthusiasm with the group.
6. **Set a Goal for the Event** – Setting a goal is key. It is a way to keep you and your guests accountable. Events take time and energy and there should be a return on the investment. The event’s program should accentuate the importance of meeting that goal.
7. **Put Together Your Guest List and Personally Invite Your BEST PROSPECTS...**those who will consider giving the largest amounts to your cause. Make your pitch to Your BEST PROSPECTS prior to your event to secure their commitments! Recognize your largest donors at your event!
8. **Work That Room!** Here are a few questions to get you started (if you have a larger group of people you don’t necessarily know):
  1. How did you come to be here this evening? Do you have a connection to anyone with the org?’
  2. How would you rate your familiarity with the Badou Jack Foundation? High, medium or low? This helps you to tailor your interaction with them much more specifically.
  3. What do you do for a living? Hints to capacity. Ask them if they are involved in other organizations in your sector.
9. **The Pitch** – Here are a few helpful hints to make sure you hit it out of the ballpark!
  1. If people are standing, you have seven minutes. TOPS.
  2. You need to be heard. That means no food or drink during the program. That means close the bars (if you have one)
  3. Show the Badou Jack Foundation Videos if you have AV equipment.
  4. **This is not a pitch:** Donations are appreciated
  5. **This is a pitch:** Our work is important. Your support is critical. If you can, tie an amount of money to something tangible.> Please consider a generous gift tonight if you can. I have pledge cards and there is also a stack on the table by the door. I would love to be able to call Badou tomorrow and let her/him know that we met our \_\_\_\_\_ goal tonight. <MAKE A HUGE DEAL ABOUT ANY PRE-COMMITMENTS you’ve secured.
  6. Let guests know that you will be around the room visiting to answer questions and to ask for your support
10. **The Day After**<="">
  1. Write or personally call your guests who made commitments of \$500 or more to thank them from the bottom of your heart.
  2. Write and send thank you note (this can be done through social media or e-mail) to everyone in attendance (and even those who could not make it) and share how they can continue to support the Badou Jack Foundation (we can provide a template for you to use if you’d like)

**Send the Collected Funds to the Badou Jack Foundation** at 8465 W Sahara Avenue, Suite 111-306, Las Vegas, NV 89117 or online at [badoujackfoundation.org](http://badoujackfoundation.org) to “Give Kids a Fighting Chance at Life!”