

Student Leadership University

FUNdraising Information Guide

Often we get a call into Student Leadership from a youth pastor with this question: "I believe in Student Leadership and am excited about it, but how do I get my parents and my pastor make it an important part of the youth ministry?" We understand that people often need to experience a concept to really comprehend it. Personally, you can explain it to me all day, but I want to see how it works and what the results will be. We have attempted to give your creativity process a kick-start. Use this guide as just that – a guide to come up with some creative fundraising ideas.

The staff of Student Leadership is always available to answer your questions or help with an idea. Check out the web site and feel free to call in any time. We're here to join you as partners together, reaching and equipping this generation to Stand Strong and Finish Strong.

P.S. We have added comprehensive descriptions and testimonies to our web site, including our mission and methods. And a quick click on SLU grads highlights the tremendous impact our alumni are having on this generation. Should you need it, we have an incredible promotional video that will touch parents and pastors alike with the hope of a unique, life-transforming program for students.

OPEN HOUSE

We have found that one of the keys to a successful Student Leadership University trip is to engage parents in the planning and fundraising discussion. Before we get to the fundraising ideas, we want to give you a HUGE tip that has worked for many churches. The beauty of this first idea is that you are able to unroll your entire year at one time.

One of our goals is to equip you as a youth minister to have a successful, growing youth ministry. We know that trying to get parents to focus on church youth activities can be like chasing lightning bugs without a jar lid! Just when you catch a bit of light for a moment, they're off again flying to a meeting, a child's need, or an urgent something. How do you get parents and students to comprehend what your vision is for the youth group? With a powerfully interactive Youth Ministry Open House.

Presenting a clear vision that others can buy into can be accomplished in a few steps:

1. Establish a mission statement that is concise but dynamic; one that can be read in a few sentences and leave them wanting more. Here is ours: **"Established in 1994, Student Leadership University's purpose is to empower students to conquer the future! Combining hands-on experimental learning with a dynamic classroom setting, students are equipped to influence their generation for Christ with confidence."** Yours should be just as simple and just as powerful.
2. Next select value phrases from your mission statement. For example, "empower students to conquer the future", "equip students to influence their generation for Christ" "help students understand the Christian worldview"; "to give students the information and boldness to defend the faith;" "to build students who lead strong and finish strong." Every event and program you plan, whether major or small, should be based on your ministry's mission statement and directly relate to a value phrase.
3. Select 2 to 5 students to come up with a display for each program or event you have planned for the year. Encourage them to be creative by making snacks for their area, dressing in costume, putting on a skit, handing out fliers. Give them at least 3 to 4 weeks to put this together, encouraging them to work on it at church so that you and/or your leadership can give them input and support. You might even offer a prize or two.

4. Publicize the open house every way you can – bulletin, from the pulpit, during Bible Study classes, by mail, by email, and with posters or fliers in all church areas available. Take your youth group phone list, break it up in groups of 5 to 15 and hand them out to your leaders for personal calls of invitation. The goal is to involve everyone in making the night a success - without adding to your personal workload.
5. That night or afternoon, show the Student Leadership video and explain what you want to accomplish by bringing students to our program. By sharing your heart one-on-one with parents and students, and by showing them piece-by-piece not only **what** you want to do, but **why** you want to do it, they can take ownership with you in the vision for your youth ministry. When parents understand the quality and uniqueness of the SLU program, it sets the tone for the quality of the youth ministry you want to build.

DINNER THEATRE

Hold a dinner theater at your church that is put on by the youth. Sell the tickets and except donations. Have music and a skit or play during and/ or after meal.

Items needed

- Food
- Silverware, plates, and napkins
- Decorations
- Tables and chairs

Time required:

- 2 weeks of planning and preparation. 1 day for the set up, dinner and cleanup

Amount you can expect to raise:

- \$500 to \$700

How to make it happen:

- Start promoting your dinner theater as soon as possible and give people the opportunity to donate before the event to help cover some of the cost.
- Try to get as much of the food and decorations donated as possible.
- Decide on a skit or play to do and start memorizing early so that you do a good job.
- Have a formal atmosphere with candles and dinner music, and have the youth serve as waiters and waitresses.
- Sell tickets in advance and collect donations during the dinner.
- Perform your skit or drama during and/or after the meal.
- Clean up when you're done.

DRIVE IN THEATER

Project movie on the other side of the church and have a drive in movie. People can watch from their cars in the parking lot. Accept donations only. Charging admission is a violation of the copyright law.

Items needed:

- Movie
- Pop and popcorn (optional)
- 4 large bed sheets
- Movie projector
- Large speakers to project sound

Time required:

- 4 hours

Amount you can expect to raise:

- \$150 to \$300

How to make it happen:

- Check with the neighbors around the church to see if the noise will be a problem.
- Hang the sheets on the side of the building to make a screen to show the movie on.
- Set up a stand of some kind to collect money as people enter.
- To make a little more money, sell popcorn or other snacks.

Easter and Christmas Baskets

Prepare Easter and Christmas baskets for people in your church or community.

Items needed:

- Various items to put in the baskets.
- Baskets

Time required:

- 4 hours

Amount you can expect to raise:

- \$100-\$200

How to make it happen:

- Get some of your friends to help you and decorate the baskets according to the holiday.
- Put the various items in the baskets.
- Take orders and deliver the baskets.
- Charge around \$5 to \$10 for each basket you sell.

Garage Sale

This is a great way to get your church involved. Ask people in your church to donate old stuff to your garage sale (This can easily be combined with a bake sale). Then get a friend or two to help with the preparation.

Items needed:

- Items to sell
- Tables and price tags
- Change money
- Calculator
- Signs or posters

Time required:

- 3 hours preparation
- 6 hours sale time

Amount you can expect to raise:

- \$100 to \$300

How to make it happen:

- Collect garage sale items from church members several days before the sale.
- Decide on good prices and label all the items with a price tag or sticker.
- Advertise with signs and in the newspaper.
- On the day of the sale set up tables to neatly display the items and a table where you will collect the money.

PIZZA PARTY

This fundraiser can be done just about anywhere. Purchase or see if someone can donate pizzas. Or if you're a good cook, make your own! Decide whether you want to charge per slice or take donations. Advertise.

Items needed:

- Pizza
- Napkins and paper plates
- Donation Jar

Time required:

- 3 hours

Amount you can expect to raise:

- \$100 to \$200

How to make it happen:

- Advertise the time, date and place.
- Invite as many people as possible.
- Get a bunch of pizzas.

Student Auction

Invite all the people in your church and neighborhoods to your church. Have all of the youth group members stand up on stage one at a time and have the audience bid on them. The one who bids the highest gets to have that person come and clean their house (for example) for the price that they bid.

Items needed:

- Chairs
- Auctioneer (if you have one in your church)
- Cleaning supplies

Time required:

- 1 hour auction
- 3 hours to do each job

Amount you can expect to raise:

- \$150 to \$300

How to make it happen:

- Have people in youth group volunteer to be auctioned.
- Tell the church and neighborhood about this ahead of time.
- Check with the pastor to decide on the location that is best.
- Set up chairs.
- Do a good job of cleaning so that they will be willing to do it again.

Matching Funds

Make your sponsor's money go further by presenting a "Matching Funds" opportunity. Find people or people or businesses to sponsor you by matching every dollar you raise to a certain amount (\$100, \$500, \$1,000, etc)

Items needed:

- Information about your trip

Time required:

- 2 to 4 hours

Amount you can expect to raise:

- \$700 to \$1,000

How to make it happen:

- Have your sponsors talk to their company or corporation about employee matching funds program.
- Tell you prospective sponsors how they can make their donation twice as effective with a matching fund.
- Check your local Chic-fil-A or Wal-Mart. They commonly offer matching fund programs.
- Talk to your church missions committee.

Parent's Night Out

Offer one night (or several nights) in December for parents to let you watch their kids. This is a great chance for parents to do some Christmas shopping.

Items needed:

- A place to hold the event
- Toys, games, and activities for the kids

Time required:

- 1-hour preparation
- 4 hours baby-sitting

Amount you can expect to raise:

- \$100 to \$200

How to make it happen:

- Advertise your event with signs and posters. Check with your pastor to see if you can put it in the church bulletin and use the church's facilities.
- Collect games and toys for the kids and get a friend or two to help you in case there are more kids to handle.
- Find a few friends to help with friends to help with babysitting.
- Be at the advertised location well ahead of time. Some parents may be early.
- Let the parents know ahead of time how much you will be charging per hour for each child. Or take a free- will donation.
- Be sure to specify the latest time that the parents can pick up their kids.

Task Tradin' Tickets

Sell coupons entitling the buyer to an hour at work from the student seller. You may want to design two tickets – one with a higher purchase price for more strenuous work or more than one hour of work, and one with a lower price for easier work or just an hour of work. You can list on the tickets the types of work that can be done.

Items needed:

- Tickets
- Supplies for doing the job you are assigned

Time required:

- unlimited

Amount you can expect to raise:

- \$100 to \$200

How to make it happen:

- Advertise your coupons the church or community.
- Design some tickets.
- When you have sold a ticket, set up a time when the buyer would like for you to come and do the work.

- If they buyer bought only one ticket for one hour of work, to sell them another one when you finish your hour. They may be interested if you prove to be good worker.

"Your Idea Here" a-thon

Have a bike-a-thon, a pump iron-a-thon, a skate-a-thon, a walk-a-thon, a prayer-a-thon, etc. Get sponsors to pledge money every mile you walk/ride, every pound you lift, every mile you skate, etc. Set a goal before you talk to your sponsors so that they can have an idea of their totally pledged contribution.

Items needed:

- If you're doing a bike-a-thon, you need a bike. A skate-a-thon, skates, etc.
- Sponsor sheets

Time required:

- Take pledges for a week and have the event on the weekend.

Amount you can expect to raise:

- \$150 to \$300

How to make it happen:

- Go door to door and explain your whatever-a-thon and the mission trip for which you are raising money.
- Ask them to sponsor you by signing their name and the amount they wish to pledge.
- Do it.
- Report to your sponsors and collect the money.