



## BAND CAMP FUNDRAISER COMPETITION™



**MSBA Corporate Sponsor, the Sports Fundraising Network, is offering a Band Camp Fundraiser Competition for all MSBA Bands!**

Raise money for your Band in just 1-hour with Sports Fundraising Network's **1-Hour Band Camp Fundraiser Program™** (see attached sheet for fundraiser details) and compete against other participating MSBA Bands to raise the most money!

The Band that raises the most money will receive a **20% matching donation** from Sports Fundraising Network! For example, if the winning Band raises \$10,000 they will receive a matching \$2,000 donation for their Band!

**To sign up please contact:**

Ryan Dillard, Director of Fundraising  
Sports Fundraising Network  
Phone: 317.468.3859  
Email: [Ryan.Dillard@SportsFundraisingNetwork.com](mailto:Ryan.Dillard@SportsFundraisingNetwork.com)

**For a reference, please contact:**

John Cook, Director of Bands  
Hamilton Southeastern High School  
Phone: 317.594.4190 Ext. 12519  
Email: [jcook@hse.k12.in.us](mailto:jcook@hse.k12.in.us)

**Competition Terms & Conditions:**

There must be a minimum of 10 MSBA Bands participating. All participating Bands must complete their fundraisers by August 31, 2013. The winning band will be based on the highest per capita sold to account for varying sizes of Bands. The winning Band's 20% Matching Donation will be presented at the MSBA Finals Competition on November 2, 2013.

# SPORTS FUNDRAISING NETWORK

**Use the Network. Fund your Sport.™**

Yes, you really can raise money in 1-Hour! Our **1-Hour Band Camp Fundraiser™** raises thousands of dollars for Bands without sacrificing practice time. How are we different from other fundraisers? We engage your Band and their supporters directly - the result is an efficient and profitable fundraiser in just 1-Hour!

## 1-HOUR BAND CAMP FUNDRAISER™

### MY NETWORK CONTACT LIST™

- ◆ Students will receive our My Network Contact List™ at camp 2-3 days before their scheduled Call Night.
- ◆ Students use our contact list to develop their Network of Supporters - their goal is **50 names & numbers**.
- ◆ Students will then have an individual sales goal of 15 - each student can earn a **\$50 cash prize** if they reach their goal. In order to reach their goal, students need to have as many names & numbers as possible!

### CALL NIGHT

- ◆ Your Call Night is scheduled for 1-Hour after camp for students to call their Network of Supporters.
- ◆ We will facilitate your Call Night - we just need your students to bring their contact lists and cell phones.
- ◆ We will group students in teams and designate a captain for each team. We like to make the Call Night competitive and will reward the winning captain and team with cash and prizes (t-shirts, pizza party, etc.)
- ◆ Students usually reach 1 out of 3 contacts on their list (that's why their goal is 50!) and of the contacts they do reach, 8 out of 10 typically support them. The support rate is high because students are calling people they (or their parents) have an association with; versus cold calls or knocking on doors.

### PIZZA CARDS & KEY TAGS

- ◆ We believe it's the process, not necessarily the product that makes our Bands successful! However, our Pizza Cards & Key Tags satisfy our two fundraising beliefs:

#### 1. Give your supporters something of value

Everybody eats pizza! Plus, the offers are good for 1 year, with unlimited use.

#### 2. Make it profitable for your effort - 50% profit!

Price:	\$30	or	\$25
Profit:	\$15		\$10

- ◆ We generate offers from 4-6 local pizzerias
- ◆ No minimum order or up front cost



### PROFIT

- ◆ Our goal is for each student to earn **\$150** profit for their Band.
- ◆ For example, a Band selling Pizza Key Tags for \$30, with 100 members should have a goal of **\$15,000**.  
**More Contacts = More Profit!**

Per student:			Average		
Contacts	10	20	30	40	50
Connections	4	8	12	16	20
Total Sales	3	6	10	13	17
Profit	\$45	\$90	\$150	\$195	\$255
<b>Total Profit:</b>	<b>\$4,500</b>	<b>\$9,000</b>	<b>\$15,000</b>	<b>\$19,500</b>	<b>\$25,500</b>