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# FUNDRAISING GUIDE

# ■ Introduction

**Booked your place? Itching to board the plane? Don't worry, the fun starts here!**

At Projects Abroad we believe in providing unrivalled support, help and guidance to our volunteers. This assistance starts from the minute you first get in touch with us.

There will be many things that you'll need to do to prepare for your time abroad. Aside from packing, getting your visa and vaccinations, etc. you may also be planning to fundraise for your trip. Finding the funds to cover the costs can seem daunting, but fundraising can be a fun, rewarding and exciting experience.

This guide contains ideas for different events you could hold as well as advice on how to apply for sponsorship from local businesses. You will also find inspirational stories from past volunteers and tips on budgeting and saving for your trip.

Don't see your invoice as a scary burden – see it as your first challenge as a volunteer and an opportunity to use your creative skills to raise money for something you are passionate about.

While abroad you will embark on a fascinating and life-changing experience. It will be a journey of learning, discovery and unforgettable memories. The fun begins in planning and organizing this adventure.



## Know your facts

The foundation of any good fundraising plan is knowing the facts about what you'll be doing. It is essential that you are well-versed in everything about your project, destination and Projects Abroad. Sponsors may ask what you are doing, your purpose in taking part in the program and specifics about the organization. You must be able to explain exactly how their money is being spent and by whom.

This section gives you all the information you need to know about Projects Abroad as an organization. For details about your specific project and destination, visit your MyProjectsAbroad page. Your specific placement and accommodation details will be posted one month before you depart.

### PROJECTS ABROAD FACT FILE

- Our mission is to encourage young people to volunteer for **worthwhile work** in developing countries. Through our work we aim to create a multi-national community with a passion to serve, to learn, to understand, to teach, and to inspire.
- Projects Abroad was founded in the **UK** in **1992**.
- Former professor **Dr Peter Slowe** is the **founder and Director** of Projects Abroad.
- We currently operate in **over 30 countries** worldwide.
- We offer worthwhile projects in **over 16 fields**.
- We employ **over 700 overseas and local staff** worldwide.
- We recruit volunteers from all over the world, including **Europe, North America, Australia and Japan**.
- We are **certified by the IVPA** (International Volunteer Programs Association).
- We send **over 10,000 volunteers** abroad annually.

## Where does the money go?

Knowing how the money you raise is spent is an important aspect of the fundraising process. Many people, including any businesses from whom you request sponsorship, will want to know where their money is going and how it is going to make a difference.

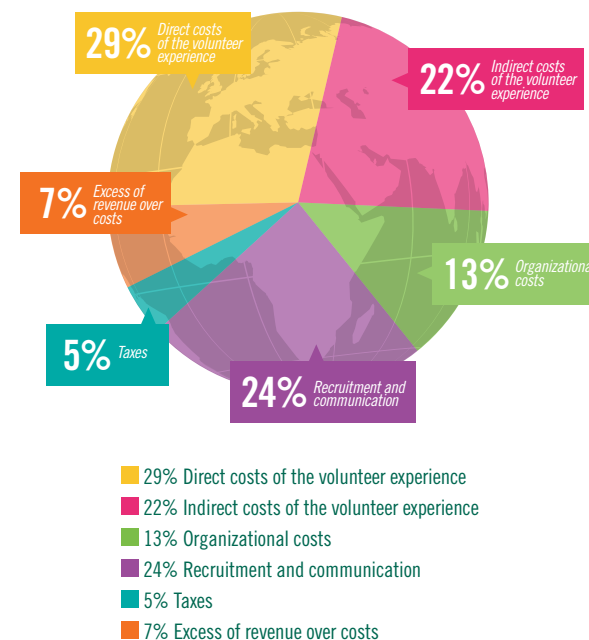
Donors may ask if Projects Abroad is a non-profit organization. We are not; from our start in 1992 we have been a family-owned, for-profit company. This is not a bad thing! Being a company allows us the financial independence to offer such a broad spectrum of projects and the structure to make sure this is done efficiently. We believe this is the best way to make the greatest impact globally.

Projects Abroad is independent, in that it does not rely on corporate, religious or government funding. We get all our funding from the fees paid by our volunteers and interns. These fees are not a once-off donation to your chosen project. These fees go toward the cost of your trip,

long-term support for the project you work on, and the international organization and infrastructure needed to make sure your project is successful. We do not request money from our partner organizations in the developing world. All our work is 100% funded through your contributions as a volunteer.

This financial independence gives us the freedom to set up projects wherever we consider these will have the most impact and where we believe that our volunteers can make a valuable contribution. Your program fee, therefore, not only covers the costs that are directly linked to your presence on the ground, but also a share of all the other costs needed to run our high quality volunteering projects.

We want to be as open as possible about how your volunteer fees are spent, so the graph to the right indicates the average percentage of expenditures. For more details about what each of these sectors encapsulates, please visit our website.





## ■ Aims and objectives

To make your fundraising as successful as possible, you need to establish a set of aims and objectives. This will help you plan events and achieve your goals before beginning your travels.

The best place to start is your invoice. Work out exactly how much you owe, when you need to pay, and how you want to pay – whether it is by certain amounts at a certain time, all at once, or spread out over the course of a few months. We will begin sending balance reminders 3 months before you leave, but if you need more time that is ok! You should plan on submitting the full amount by no later than 1 month prior to departure.

You should also work out what other expenses need to be covered. You should budget for things like weekend travel, socializing with friends and buying souvenirs. Medical expenses such as vaccinations or travel-related fees like entry visas should also be considered. For help with calculating the living and traveling costs in your host destination, take a look at the country guide provided on your personal MyProjectsAbroad webpage. This has lots of information about where you will be staying and is a useful starting point for budgeting. Also be sure to include how much you need to spend on the fundraising events themselves.

On your MyProjectsAbroad webpage, you will find a suggested packing list for your destination. You may already have many of these items at home such as warm or cool clothing, but need to buy other necessities such as mosquito nets. Look around for what you need, as often these items can be found cheaply online rather than in stores. You could also ask your family and friends who have recently traveled as they may be able to loan you supplies. You could ask for some of the items for holidays or birthdays – don't let the chance to save money pass you by!

Once you calculate the amount of money you need to fundraise and create a feasible schedule to achieve your goals, draw up a table and set realistic monthly targets. Take into account whether you are likely to raise more money in one month than another. In December, for example, you may raise more than in January, as there are extra opportunities to hold events such as holiday parties or ask for gift donations. If you do miss your target one month, don't panic! Just work out how much extra you will need to fundraise the next month. Being organized in your budgeting is vital to successful fundraising.



## ■ Use your fundraising webpage

**Projects Abroad**

**My Fundraising Page** Logout

Name: Theresa Ball

Raised to date: \$3,250.00 Fundraising goal: \$4000.00

Starting in July I will be joining Projects Abroad to spend three months teaching English to children in Nepal. English skills will be a valuable tool for these children in terms of finding a credible job or continuing to higher education. Many of schools in Nepal lack the proper resources and number of qualified teachers that are necessary to teach. In this way I hope to give these children a better start in life.

I chose to volunteer through an organization called Projects Abroad. Projects Abroad was established in 1992 as a volunteer English-teaching program in Eastern Europe and has since grown to offer a wide range of opportunities in volunteering, interning, and language instruction at 27 destinations around the globe. I will be joining a community of well over 40,000 volunteers past and present that have lent their time and effort to giving back around the world.

As this experience is unpaid, I will incur costs for such things as flights, the Projects Abroad program fee and vaccinations. I plan to contribute a significant portion of my own funds to this endeavor, as well as funding through sponsorships and fundraising events. I am also relying on the help of my friends and family. Even a small amount will get me one step closer to my goal. Thank you in advance for any support you can give.

**FAQ**

**Q: Will I receive confirmation of this payment?**  
A: Yes, you will receive an email immediately after completing the payment.

**Q: How much of this payment will go towards the fundraising goal?**  
A: 100%. Projects Abroad absorbs the cost of payment processing.

**Q: Do I need a Paypal account to make a payment?**  
A: No. There is an option to pay by credit card without opening a Paypal account.

**Q: Do I have to make a payment online?**  
A: No. You can make a check out to Projects Abroad and mail it to THERESA BALL. Do NOT mail checks directly to Projects Abroad.

**Q: What is the minimum payment amount?**  
A: The minimum amount to make a payment online is \$25. Payments below this amount must be made by check. Please do NOT send checks directly to Projects Abroad.

**Q: Are payments tax deductible?**  
A: Generally, no. We suggest that you consult a local certified accountant to be sure. Projects Abroad is not a registered tax-exempt or non-profit organization.

**Q: Is it possible to cancel a payment once it is made?**  
A: No. Payments made through this page are non-refundable.

**Projects Abroad**

**Spread the word:**  
Like 0 +1 0 Tweet 0

Payer's First Name:  
Payer's Last Name:  
Payer's Email:  
Amount:  
\$    
Minimum Amount \$25

☐ I understand and accept that all payments made through this page apply to the Projects Abroad invoice of Theresa Ball and are not refundable under any circumstances.

**Projects Abroad**  
VISIT THE PROJECTS ABOARD MAIN WEBSITE

Once you have signed up with Projects Abroad, you will have the opportunity to create a personalized fundraising webpage. This page is directly linked to your invoice, so any donations will go directly toward paying off your program fee. Your friends and family can donate directly to your page at any time leading up to your trip. There are no processing fees associated (unlike many other crowdfunding pages) and since it is online, you can send it to as many people as you like, without costing you a penny!

You can also share the page on Facebook and Twitter, email the link to friends and family, and give it out to attendees at your fundraising events. It's an incredibly easy way to fundraise, especially from relatives or friends who may not be close enough to attend an event. When advertising, be sure to mention how simple and straightforward it is to donate through this page, as well as that it is a secure site for credit cards and personal information. It's a fast, easy way to fundraise from the comfort of your own home!

# ■ Sponsorship



Many companies are willing to consider sponsoring people if approached correctly. Bear in mind that sponsorship is generally done out of commercial interest rather than for purely donating to a worthy cause, so before approaching companies ask yourself the following questions:

- Does the company have a local interest in your community/school/university?
- Do they have an interest in your project or destination?
- Can you offer them an opportunity for promotion via advertising for an event on radio/newspaper/poster?

## COMPANY SPONSORSHIP

When constructing a sponsorship letter or email make sure you cover the following points:

- Make your statement personal and address it to the correct person. Find this out by calling the company or finding online who the best person to contact is. Letters/Emails beginning with “Dear Sir/Madam” are likely to be pushed to the bottom of the pile.
- Give some concise background information outlining who you are, your project and what you hope to gain while spending time abroad. Keep it brief! Remember, they may get hundreds of similar requests.
- Point out the benefits of your time abroad. For example, if you will be participating on a conservation project you may want to include: “Conservation relocates and protects animals that are narrowly escaping extinction. I will aim to heighten awareness and maintain the environment and species for future generations.”
- Make the sponsorship worthwhile by offering to advertise the company when possible. You can add links to the company’s site on your fundraising page, your blog or your social media posts.
- Include a breakdown of your fundraising goals, and how the potential sponsor will play a part in your efforts. For example, your goal is \$2,000, and from this sponsor you hope for \$200. It may also be a good idea to include how you plan on raising the rest.
- Send sponsorship requests by both email and mail, to ensure that they receive it.
- You may wish to follow up the letter with a telephone call a week later. Prepare a brief statement of what you want to say prior to calling so you feel confident, as you will have a brief window of time to capture their interest.



## EXAMPLE:

Mr J Brooks  
10 Davish Rd  
Pittsburgh, PA 15212

Volunteer in Bolivia

Dear Mr Brooks,

My name is Amanda Howard and I am currently a student at the University of Pennsylvania. Before embarking on a career in International Development, I am hoping to learn more about different cultures and how to help develop local communities. Because of this, I am planning on going to Bolivia for one month this summer to work in an orphanage to help give local children a better future.

Bolivia is the poorest country in South America and as a result relies on the help and support of volunteers. Many orphanages do not receive any funding from the Bolivian government, so any help they can receive is beneficial. Many of the children at the center I will be working at have special needs, and my work will involve caring for them on a daily basis. I will also be working to raise awareness of special needs among local communities, and how people living with disabilities should not be stigmatized or abandoned. Through my work directly with the kids and in the community, I hope to make a positive impact and learn more about life in a developing country.

In order to participate in this project I will need to raise a total sum of \$5,000 to cover the flights, placement fee, vaccinations and supply costs. I plan to contribute \$1,000 by working part time at my local golf club and am hoping to raise the rest through sponsorship and fundraising events. I would be extremely grateful if you would consider sponsoring me a maximum of \$250 for my project. This can be paid directly through my fundraising page, online via paypal or another site, by check, or whatever works best for you. I am planning to advertise my garage sale on local radio next week and would be more than willing to include details of your company as my sponsor. Furthermore, I will be giving a short presentation at my school on return from the project and would include you in this too.

I hope you agree that this is a worthwhile expedition and I would certainly keep you updated on its progress.

Kind Regards

Amanda Howard

Companies are not the only places you can obtain sponsorship. Local councils, religious centers, community groups and youth or sports groups can also help.

Finally, if you do not receive an answer right away, don't give up! Even if a company or local group only donates \$20, every little bit counts!



# ■ Planning your events

Once you have outlined your fundraising goals and established monthly targets, you can begin to plan events! Deciding what to do is the first step in event planning. Take a look through the rest of our guide for ideas about the best fit for your community and how to pull off fundraisers.

After choosing what you're going to do, draw up a list of everything you will need to organize. For instance, if you're putting on a bake sale you may want to consider the following:

VENUE

➡

Where can the event take place?

STAFF

➡

Which friends would like to get involved?

FOOD

➡

What kind of baked goods would I like to sell?  
Can I make any of the recipes myself to cut costs?

SAFETY

➡

How can I ensure my cookies and cakes are safe for all participants? How do I find out if there are peanut or other allergies in my community?

PUBLICIZING

➡

How will I spread awareness about my event?

PRESENTATION

➡

Should I provide information for customers about what I am doing and why I am fundraising?

BUDGET

➡

How much money can I allow to be spent on this event, to ensure that I make a substantial profit?

CONTINUED ENGAGEMENT

➡

How can I motivate participants to continue helping me raise money? Does everyone I spoke with know about my fundraising webpage and/or blog?

Once you have the list, work through the points. Always begin with the budget – devise how much you can afford to spend, what you will charge and your target profit. It may be useful to make a table of all the expenses you anticipate (e.g. printing prices) and record the actual amount spent in the same table. When the event is over, record how much you raised minus your personal expenditure. Add all these figures into a table, like the one below, where you can track your expenditure and profit.

	AMOUNT RAISED	EXPENDITURE ON EVENT	ACTUAL AMOUNT RAISED MINUS EXPENDITURE
Bake Sale	\$150	\$25	\$125





When planning an event, make sure to use any personal connections. For example, if you know someone who works at your local community center, you can ask them for help or general donations. They could also refer you to other resources in the community that may be useful as you plan different events.

Keep track of the people you contact and always be sure to thank those who respond to you. Make your aims and objectives clear while keeping your tone professional and approachable. You can see our “Sponsorship” section for an example of how to write a letter to a company to give you an idea of its tone and format.

Here is an example of a table that can be used to keep track of your leads. Keeping track of everything helps you stay on top of your fundraising and prevents you from making mistakes such as missing deadlines or forgetting to thank a sponsor.

Letter Sent	01/12
Follow-up call	01/28
Money received	\$150
Written thanks sent	02/01
Letter about your trip on return	12/01

You can also brainstorm with friends or family how to reduce the expenses of your events. See if there are any public places in your community where you can hold an event free of charge or at a reduced price. There are lots of easy ways to make sure that you are not spending more than you are raising!

Keep in mind that a planned event or campaign will be far more successful than something that is rushed. Keep note of everything, stay within your budget, but above all have lots of fun and get your friends and family involved!

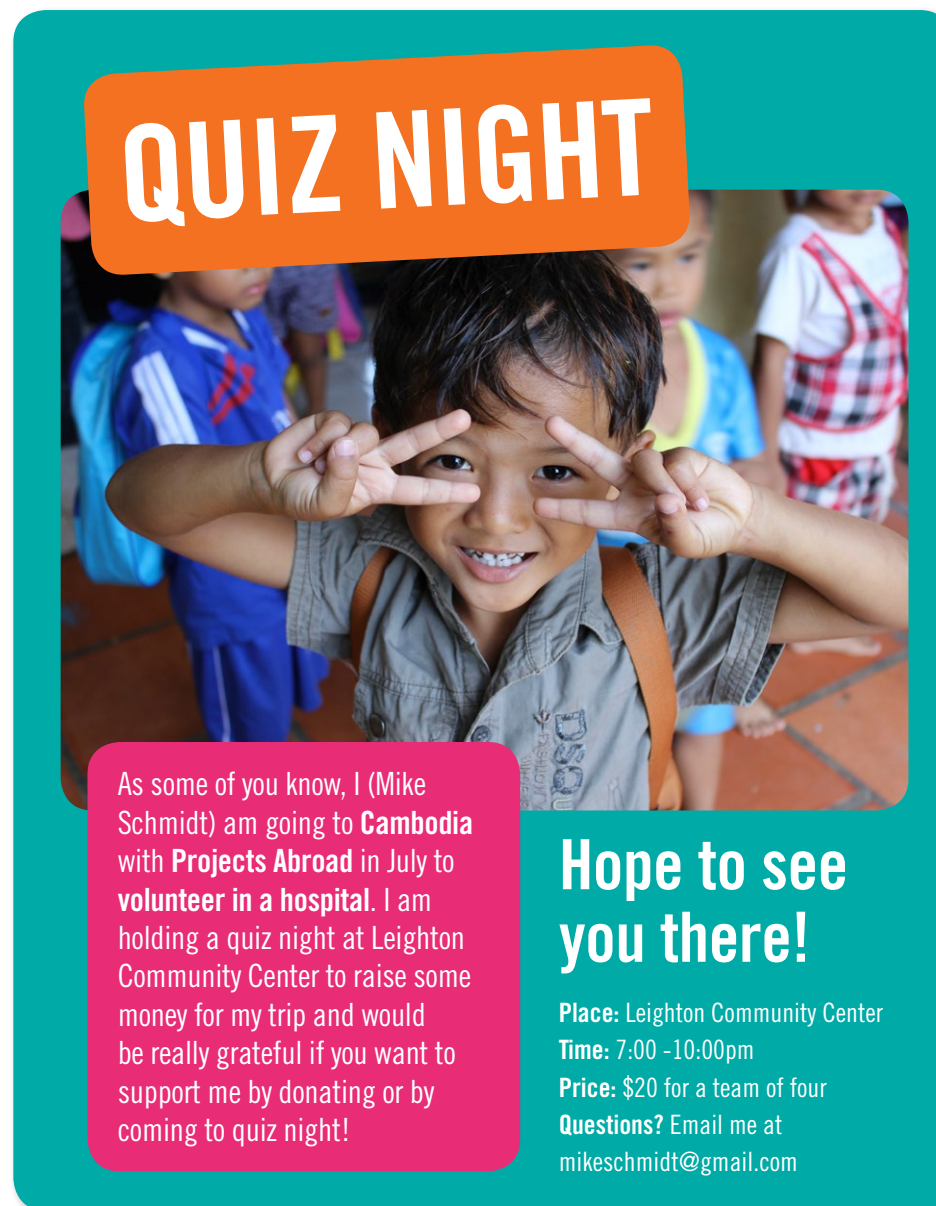


## Publicizing your events

As with any event, publicity is the key to great results. Whether you use leaflets and posters to put up around your school or utilize e-mail and social media, you need to attract the attention of your reader in a way that is clear, eye-catching and informative. You can publicize your events and trip simultaneously as people are more likely to support you if they know what you are undertaking and why.

Talks, leaflets and question-and-answer sessions are great ways to raise awareness of issues you are hoping to tackle on your placement and get people interested in your cause. You can also advertise in local magazines and papers about your trip and events, or as a cheaper alternative you can use social media. Through Facebook, Twitter, and other venues you can generate traffic for your fundraising page. The more you share and the more you get your ideas out there the more support and donations you are likely to receive!

To the right is an example of a poster style you can use. It does not need to be complicated and you should take into account the costs of printing. Don't use too many colors and keep the themes simple and bold. Convey your key messages and include at least one picture. You may also find it useful to put your contact details on this flyer so people know how to contact you about the event. Don't forget to include the time, date and place of your event!



**QUIZ NIGHT**

As some of you know, I (Mike Schmidt) am going to **Cambodia** with **Projects Abroad** in July to **volunteer in a hospital**. I am holding a quiz night at Leighton Community Center to raise some money for my trip and would be really grateful if you want to support me by donating or by coming to quiz night!

**Hope to see you there!**

**Place:** Leighton Community Center  
**Time:** 7:00 -10:00pm  
**Price:** \$20 for a team of four  
**Questions?** Email me at mikeschmidt@gmail.com

## 20 fundraising ideas

There is no limit to the amount of fundraising you can do and how it will help you reach your financial targets. Whether you are a talented musician, love to bake or have an appetite for adventure, there are tons of events you can hold to finance your program.

To give you some ideas, the Projects Abroad team has put together a list of 20 common ways volunteers have fundraised in the past. We hope this will show you how easy it is to think of activities as well as how diverse or silly they can be!

Make use of your social networks, and try to minimize your personal expenditures. For example, if you have a friend who is a yoga teacher, ask him or her to run a free session where participants can make a small donation to attend.

You can also make the most of holidays such as Christmas, Valentine's Day or Halloween. These can be perfect opportunities to hold events for friends and family that relate to your trip as well as the holiday itself.



- 1) Auction/Raffle
- 2) Babysitting
- 3) Quiz night
- 4) Garage/yard sale
- 5) Lemonade stand
- 6) Car wash
- 7) Tutoring/homework help
- 8) Open mic night
- 9) Sponsored run/climb/bike
- 10) Homemade cards
- 11) Non-uniform days
- 12) Social media posts
- 13) Exercise class
- 14) Holiday gift sale
- 15) Art show/fair
- 16) Canvassing
- 17) Fashion show
- 18) Valentine's day secret crush
- 19) Party with cover charge
- 20) Community meal





## ■ Putting inspiration into action

### COMMUNITY MEAL

Who knew such a simple and tasty idea could help your fundraising endeavors? Many of our former volunteers have held a community meal to fundraise for their trip, sometimes earning hundreds of dollars in just a couple hours of work!

Ask around in your community to see if anyone would be willing to let you use a venue (like the local firehouse or community center) for free or at a discounted rate. Once you set the date and time, be sure to post flyers around town. People can turn up whenever they want, which usually means greater attendance as busy friends can fit it into their schedule. Work with local grocery and convenient stores to see if anyone is willing to donate food. You can also ask your friends and family to help cook. Charge a flat rate at the door, such as \$10. You could even combine this event with another fundraiser such as a raffle. People are often willing to attend informal events such as these where they are not committed to set times and can chat with their friends while eating nice food.

Simple to organize, and cheap to run, this event is a quick earner. You can also take advantage of the crowds to give out leaflets advertising your future fundraisers.

### VALENTINE'S DAY SECRET CRUSH

A crush fundraiser for Valentine's Day is a timeless favorite, and an event that is not only easy to advertise, organize and run, but also interesting, versatile and fun!

You can decide what the present is. Typically it will be a type of flower (a rose, daisy, etc.), that someone can pay a certain amount of money to have delivered to a crush under complete anonymity, or they can add a note. Its up to you and them! You can find friends who are willing to deliver the flowers during their free periods or during classes, and you can also reach out to local florists to see if they would be willing to donate flowers in return for advertising their shop.

Make sure to advertise the sale beforehand, so that people know when and where they can find the flower sellers. You can do it specifically on Valentine's Day, or throughout the week so people can send flowers leading up to the holiday and you can have multiple days to sell. Make sure you do not make it too expensive. You need to raise money but you do not want to put people off. To give an example, you could charge \$5 per rose. If 100 people send roses that is already \$500. It's a straightforward way to raise money, as well as a cute way for classmates to share their feelings for each other!



## ■ Inspiration corner – OUR VOLUNTEERS

Here are stories from past volunteers with useful tips about how to plan, organize and run your events. Our volunteers never fail to amaze us with their ideas. These events are often so successful and well planned that volunteers find that they not only have enough money to fund their trip but can also go traveling on weekends while they are away.

Here are just a few examples of some of the brilliant ideas our volunteers have pulled off:



18 year old George decided to do something different:

He bought stick-on moustaches for 30 cents each and sold them for \$2.50 to students and lecturers at his college.

They had to wear them all day – an interesting sight to any visitors!

When discussing his inspiration for the event, through which he raised nearly \$500, George said: *“I wanted to do something completely different which would encourage people to donate money. College students love to have some fun, so I decided that this event would be a really amusing way to fundraise.”*

*“It was even more successful than I imagined. Everyone saw the people wearing the moustaches and wanted to join in!”*

A group of volunteers made and sold homemade ice cream outside their school during a week in July.

They earned a \$900 profit and found that publicizing their event made people more likely to come buy ice cream, and more aware of the work they would be doing while on their project.

One animal-loving volunteer ran a rubber duck race in her town using the river as the racecourse. Each person paid \$10 to enter and the ducks were numbered. The first duck to pass under the bridge at the end of the course won and the person who had bought this duck received a prize. This volunteer managed to get great prizes donated such as plane tickets, a television and weekend trips. The whole town got involved and she received additional support from her community throughout the rest of her fundraising.

Musical fan Becky hosted a *Grease* themed dance night to raise money for her trip. She charged \$8 per ticket and held a competition for the best costume.

*“It was a really lovely evening. Luckily, my uncle is a DJ so he organized the music and we were able to use my local community center for free, after I wrote to them explaining the reason for the event. Everyone was really helpful and we had an amazing time! The costumes were great as well!”*

Becky managed to fundraise the entire amount needed for her eight week Medical project through a number of different events.

*“As well as the dance night, I held raffles at my school and did simple competitions such as “Guess the number of jellybeans in the jar”. Gradually, the money added up and soon I had raised enough!”*



## ■ Inspiration corner – STEFAN'S STORY



Stefan Hanszen embarked on a four week building project with Projects Abroad in Ghana. Before he departed he held a very successful dance fundraiser helping him to cover the cost of the trip. Stefan tells us about the event and how he organized it:

*My name is Stefan Hanszen and I am 22 years old.*

*Knowing of my trip to Ghana, my niece Roxanne and I organized a dance marathon. Lots of friends, family, and acquaintances from my town signed up to dance and to be sponsored by friends and family for charity.*

*A large club near the town where I live had a large space which was available for this event, and they even allowed me to hold it for free!*

*We had dance groups, a DJ for the music, and security and I asked my cousin's friend to be MC for the evening. Even better, this was all done for free!*

*It was a great success, and there were people of all ages, from children to adults.*

Stefan also told us about how he publicized his event, and how much money he raised:

*The newspaper wrote about my event in advance and I was also interviewed, so there was plenty of publicity given. Also, we had flyers made to put up around the local area.*

*Many people around me heard about it and spoke to me on the street. No one had expected that I could pull it off, but I did and learned so much from it!*

*At the end of the evening, it was announced that the amount that was raised was over \$5,000.*

*I never expected that there would be so much interest or that it would go so well!*

*I also agreed to send everyone who donated to my trip pictures via email from the project, so that everyone could see where their money was spent.*

*It was a fantastic evening and everyone enjoyed it very much!*





# ■ Top 10 fundraising tips

We hope this guide helped provide a starting point from which you can continue to develop, plan and run your fundraising efforts. Our top 10 tips will help you be as successful as possible in your fundraising.

## 1. SET OUT CLEAR AIMS AND OBJECTIVES IN THE EARLY PLANNING STAGES

This will keep you on target and ensure that you raise as much money as possible in a manageable way.

## 2. USE YOUR CONNECTIONS

Social media and the internet are great ways to connect with people near and far, and raise awareness of your fundraising page as well as your events. You can also incorporate your connections in real life: family and friends are there to help and will be more than happy to get involved!

## 3. BE REALISTIC

Don't set your targets too high. Take one step at a time and don't panic if a target isn't met for a certain event. Simply think about areas of improvement and use these ideas to help make your next event more successful.

## 4. BE CREATIVE

The best events are often different and funny. Getting a funny haircut is much more entertaining than a sponsored silence! The more eccentric you are, the more support you are likely to get.

## 5. PLAN CAREFULLY

Never rush into an event. Sit down and work out all the details first before proceeding.

## 6. BE PROFESSIONAL

Approach potential contributors in a friendly and enthusiastic manner. Always explain why you are doing a project, what you hope to achieve and how they can help. Don't be too pushy but appear assertive, and don't forget to thank all of your supporters when you get home.

## 7. KNOW YOUR FACTS

Study the first section of this brochure carefully. Know some basic facts about Projects Abroad and research your destination. Be prepared to answer any questions that come your way.

## 8. BE RESOURCEFUL

If you know people who have traveled previously, see if you can borrow their equipment or ask if they know cheap places to buy supplies.

## 9. BE CONFIDENT

Don't be disheartened if it appears difficult to generate funds. Stick with your plans, remain upbeat and remember there is always help at hand from friends, family, teachers, local communities and the Projects Abroad team.

## 10. KEEP THE "FUN" IN FUNDRAISING AND ENJOY YOURSELF!

This is the beginning of your volunteering journey and should be an exciting and rewarding time! The more enthusiastic you are and the more fun you make your events, the more likely people will be to support you and donate toward your trip. So keep your chin up, imagination flowing and smile beaming.

## ■ And finally, remember: you are not alone!

We understand what it is like to have to raise lots of money in a short time as many of our staff are former volunteers with Projects Abroad. We are experts in giving advice and answering any questions you have regarding fundraising pursuits. Whether you are stuck for ideas or just want to ask a question, drop us an email on [info@projects-abroad.org](mailto:info@projects-abroad.org) or call our US office 1-888-839-3535. We are more than happy to help!

On behalf of Projects Abroad, we would like to wish you the best of luck in your fundraising! Remember your aims, keep to your budgets and above all have lots of fun! To close, here are some handy tips from the Projects Abroad team.

**GOOD LUCK!**



*I always tell people to be 'politely tenacious' when it comes to fundraising. Set a schedule to regularly follow up with everyone you think might be able to contribute to your goal, and make sure they fully understand what you are doing and how important it is to you!"*

**Christian Clark**  
US Deputy Director



*The fundamental part of fundraising for me is to promote your cause, make sure everyone knows exactly what you will be doing, who will benefit and how exactly you will be helping. The more detail you give the more likely people are to open their wallets."*

**Harry Kent**  
South Africa Deputy Director



*Think outside the box-- creative ideas can go a long way! A more unusual event may get more press or a wider variety of attendees than an event that has been done many times before. Don't be afraid to be unique!"*

**Elizabeth Cauchois**  
Program Advisor



*I competed in a half marathon, ran a sponsored car wash and packed bags at a supermarket over Christmas to raise money for my trip to Ghana!"*

**David Flaschner**  
UK Director and Former Volunteer



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