

We use music & excellence to teach each other about success in life.



Dear Colts Member,

Enclosed are sponsorship forms that you can use to help raise money for your fees. You may make as many copies as you need.

The Colts Sponsorship Program is an excellent opportunity for you to raise some or all of your fees. Many members take advantage of this program every year, with some raising all of their fees. **100% of the donations you raise from this will be credited to your fees.** Please make certain the slip is returned to us with their donation so we can give proper credit to the donor and to your account.

SPONSORSHIP SOLICITATION SUGGESTIONS

1. Focus on businesses, clubs or individuals in your local community that would have affinity for what you are doing, or for you personally. Let them know that **any** donation amount is greatly appreciated.

Examples would be community organizations such as the Lions Club, Rotary Club, Kiwanis, Optimists, and your family business partners such as your insurance agent, supermarket, bank, car dealership, Band Boosters, doctors, dentists, lawyers, veterinarians, friends and family, etc.

2. Research the business. Find out the names of the owners and managers. Be prepared. Know who is actively supporting other charitable youth programs. Service clubs that specifically focus on youth include Rotary, Kiwanis and Optimist Clubs.
3. Make an appointment to share a few minutes with the owner/manager. Keep your presentation brief (five minutes maximum). Remember, she or he has a business to operate. And be on time. **You can also solicit sponsorships by mass mailing these individuals however personal visits are most effective.**
4. Dress neatly! Dress slacks, dress shirt or blouse, and clean shoes.
5. Introduce yourself with a firm handshake and confident eye contact. Don't be nervous. Remember, she or he has set that period of time aside for you because they want to hear what you have to discuss with them. The worst that can happen is that they say no, right? What's to lose? They don't support you now anyway!
6. Whatever the outcome, always thank the person for sharing their time with you.
7. Send a thank you card to each and every business **BY THE DAY AFTER** the presentation, regardless of the outcome. Preferably, mail the thank you the same day as your meeting so they get it the next day.
8. Contact the Colts office if we can be of any assistance at (563) 582-4872 or email to colts@colts.org
9. We will send a thank you when we receive their donation, but a personal one from you as well is a great idea. Keep in touch with the office to find out which donations have come in to us. It is best to have the sponsor mail it directly to us, but if you want to bring it with you to rehearsal, that's fine too. All checks payable to COLTS.

Good luck!



1101 Central Avenue
P.O. Box 515
Dubuque, IA 52004-0515
563.582.4872 | Office
563.582.7317 | Fax
www.colts.org