

# ACTS FUNDRAISING BANQUET 2010

## TIPS

### **Some people are waiting for you to call them! They want to invest.**

They have received benefits from ACTS. Or they are going to receive a benefit. They get something from this ad! Some want the relationship because it is politically or morally good for them! Image, business and votes.

### **Professional to Professional.**

This is the public arena. You represent your congregation and ACTS. Sometimes it is good to make an appointment—other times just drop by with your packet. You can send them a letter ahead of time (see the letter in your packet which could be a model for your own letter or a letter from your pastor).

Better to act NOW rather than wait. Professionals are proactive—and persistent and expect persistence from others—be persistent. Success happens when you ask. They want to invest in positive and persistent partnerships.

### **Building Relationships and Discovering Self-Interest.**

They will invest in relationships—in a relationship with you, your congregation, your clergy leader, ACTS.  
**But do YOU want the relationship?**

They have self-Interest—short and long-term. Discover it! Maybe they want to see safer neighborhoods, good public education, a more vibrant economy, new jobs, get elected to a new position. Maybe they just want to advertise and/or look good—and to be close to congregations is good for their image.

### **Possible Rap: (Face to Face) Hello, My Name Is...**

Script:

I am \_\_\_\_\_ from \_\_\_\_\_ (Congregation/Organization).

\*Our congregation/organization is part of ACTS because we get \_\_\_\_\_.

\*I see in ACTS that \_\_\_\_\_ (opportunity to show off ACTS and our accomplishments).

\*There are benefits to you in placing an ad in our booklet:  
400 people will receive an ad book at the Banquet.  
ACTS leaders and over 4000 members of ACTS member organizations will know.  
ACTS can push for your self interest, too!

Lots of people last year placed ads, including \_\_\_\_\_

Would you consider the full-page (\$350) ad? Perhaps a \$\_\_\_\_\_ ad would be better?

### **YOU ARE PART OF A TEAM!**

Sales Team: Mr. Paul DeFelice,  
Miss Emma McDonald,

Sponsorships Team: Prof. Shiu-Kai Chin,

Logistics Team: Mrs. Mary Ann Dobe, Mrs. Terry Cardinal, Mrs. Ona Cohn Bregman

Media: Ms. Rae Angrand

***Your core team leaders and members are a part of this team.***