



*one night...*



*one day....*



*one community....*



*Join us in the fight against cancer*

**Need some ideas? Pick a Fundraiser and Start today!!!!**

### **A Fund-Raising Guide for Team Captains**

Don't limit your team's fund-raising efforts... these ideas are good not only during the Relay For Life season, but throughout the year!!!

Ask everyone you meet. Even if you have sent out letters, be sure to carry a sponsor/donation form with you so that when you talk to people about the Relay For Life, you can ask them to donate right then. Take those sheets with you to meetings. When you carry a sponsor or donation form with you, indicate your contribution at the top. Make sure the top few donations on the form are more significant. Other people are apt to follow suit.

Don't prejudge whether people will give. Let them say no or ignore your letter rather than not ask.

Get on the phone and call all of your friends for a donation.

Put in your own donation.

Hold a Friday bake sale at work so employees will have treats for the weekend. Ask for donations from local bakeries and team members and wrap them attractively, so that they can be given as gifts. Encourage breakfast items such as rolls and breads, as well as sweets such as bars and cookies. Or go to the opposite extreme with a no-bake sale where co-workers pay so they don't have to bake goodies.

Host an ice cream social and have the proceeds go to the Cancer Council Victoria.

Get your team together for a local town car wash - works great for high school teams.

Pump gas for a cure. Ask a local gas station to support your team by allowing you to pump gas at their self-serve pumps.

Collect tips from customers. Wear your Relay For Life tee shirt and place large signs at the pumps and on the roadside.

Fast food restaurant teams can collect donations for washing windshields as cars pass through the drive-through.

Learn to make great chilli . . . and barbecue . . .and steaks. - Prepare and sell barbecue lunches.

Have the employees in your business make a pot of their favourite chilli for a Chilli Cook-off. Local dignitaries will judge the chilli and then the contents of all the pots can be sold by the bowlful for lunch to benefit your team.

Send invitations to the owners/managers of local businesses inviting them to a Phantom Dinner Party. The invitation states what food will not be served, and that for a \$25 donation, they do not have to dress up and leave the comfort of their homes. The invitation encourages the "attendee" to dress in their favourite pyjamas, make a peanut butter and jelly sandwich, and watch sappy, old movies on TV, all while helping the Cancer Council Victoria.

Restaurants can raise money, too. Ask a local restaurant or cafe to donate, a portion of the proceeds for a day. It could be for a certain menu item, like the daily special or desserts.

All kinds of food sales are always a hit! Hold a potluck, barbecue dinner or pancake breakfast at your business, in your neighbourhood, at church, anywhere!

Start Fry Day Fridays. About six weeks before the Relay For Life, ask local fast food restaurants to donate a dime from every order of fries they sell on Fridays.

Steak out cancer. Cook steak dinners and sell them.

Envelopes at restaurant tables - Teams generate donations by placing Relay For Life donation envelopes at every table stating, "Please support our Relay For Life team and The Cancer Council Victoria." Waitresses check the envelopes before each seating.

Dinners, Dinners, Dinners. Hold spaghetti dinners, gourmet feasts, etc.

Cooking for a cure. Have your team members gather their favourite recipes and produce a cookbook to benefit the Relay For Life. Each team member can count the money from the cookbooks they sell toward their individual total.

Have a meal day where your team will cook and deliver breakfast, lunch or dinner to other businesses in town. Fax them ahead of time to inform them of the menu, cost and how to order.

Pay \$5 to wear your favourite school apparel to work.

Have your boss or CEO approve a day off for the individual who raises the most money.

Hold a "stump others" photo contest. Ask employees to bring a baby or childhood picture of himself or herself that they believe no one can identify. Charge a fee to make a guess. Give winners a donated prize.

Hold an "I Spy" day at the office. Hide items around the office, and give a list to your team members. Each item has a number on it. The person that finds the item must take it to the CEO or manager of the company, who then must make a donation in the amount of the number on the item.

For a donation, employees can be arrested, and for an additional donation, can post their own bail OR employees have a bounty placed on their head, are arrested and are not set free until the entire bounty is raised. It's called a Jail & Bail.

Pay \$1 to wear a hat to work or school for the day.

Ask your company computer expert to have a message "pop up" on employees' screens asking for a donation. It won't go away until they give.

Co-workers can earn money by raffling the following: Parking places, dinner at the boss's home, company logo apparel, a day off, a member of management to mow your grass or shovel your snow, free lunch with the boss, trade jobs with the boss for a day.

Lover's Day. Have carnations or some other item delivered on Valentine's Day.

Have a heart day. Each person who is not wearing a heart in some way has to make a donation to the team. Give a prize for the most creative heart.

Prayer tree. Place a Christmas tree in a prominent location of your business, such as a lobby or front office. Make wooden hearts and paint them pink. Sell the hearts in memory or in honour of cancer patients for a minimum of \$5 and hang them on the tree. Take the tree to the Relay For Life and let those who purchased the hearts take them off the tree. Then they can walk that night with the memory of that person in their pocket. (Could be done at Christmas or Valentine's Day)

Do you have a team that makes quilts? Sell quilt squares in honour and in memory of people with cancer. Charge for different sizes. Here are some ideas: 4x4 for \$5, 8x8 for \$15 and 12x12 for \$25. Display the quilt at a public location such as the Chamber of Commerce.

Dedicate your personal effort to someone who has won, is battling or has lost a battle with cancer or all three. Include that in the letter you send along with a self-addressed stamped envelope and consider mailing it to friends, family, co-worker, business associates, your doctor, dentist, hairdresser, barber, church members, service club members, Christmas or Hanukkah card list, personal phone directory, recipients of your checks, etc.

Writing a letter to your friends, family members, co-workers, explaining how your participation in Relay For Life has proven to be an effective way to raise money, especially if you are walking in memory of or in honour of someone that has had or currently has cancer.

During the holidays, teams can set up a gift-wrapping booth at the local mall or in a particular store. Valentine's Day is an ideal time for teams to offer this service.

Give Away Your Smile Day. Each time you catch someone at your office smiling, they must donate a designated amount of money to your team. Give the donor a smiley face sticker to wear. This encourages fun competition during the workday for your team.

Challenge another team to raise more money than you. Some radio stations may gladly put your challenge on the radio.

A little change makes a lot of cents. Bank and credit union teams can post this message at the teller line, "donate the cents from your deposit to the (name of team) Relay For Life team and help fight the war against cancer. If your check total is \$185.67, then your total donation is just 67 cents. We might just find the cure right in your pocket."

Kiss a pig contest. Ask the "popular" person in your town, school, or business to do something fun if your team raises a certain amount of money. Be creative; for example, shave a beard or a head, dress up like a pig, kiss a pig, dunking booth, pie in the face and many more. A principal in a neighbouring state wanted to make sure his teachers raised money for the Relay For Life. In order to assure this, he used the students to put pressure on the teachers. He announced to the school that

Fishing for a cure. Set up a booth that looks like a pond with poles, etc. with prizes floating in it and charge \$1 to fish for a prize. Great for kid's teams.

Place a herd of cows in an individual's yard or a place of business. In order to have them moved the individual or business must pay \$25, but then they can decide where they go next.

Place a flock of pink flamingos in yards or places of business. In order to have them moved the individual or business must pay \$25, but then they decide where they go next.

Have a neighborhood block party. Sell food and charge admission.

Host a theme dance or party. It could be a sock hop, beach party, disco, square dance, dance for senior citizens, etc.

Charge a dime-a-dance at the Relay For Life. Provide music at your campsite and other people can pay to dance with your team members.

X-ray day. Have a local hospital or clinic donate a certain dollar amount for each x-ray taken that day.

Cigarette Vending Machine Demolition. Charge \$\$ for people to take a swing at a vending machine with a mallet (remove glass first).

Day Spa. Hair cuts, manicures, massages, and charge a fee.

Sport Tournaments Set up challenge matches between individuals or departments for basketball, softball, football, any sport! Charge an entry fee and admission fee. Sell refreshments at the event.

Team members count the hours of sleep they slept the night before and pay that amount.

Allow people to bid on being boss for the day - high bid wins.

Host a brown bag lunch day. Everyone brings in their lunch and donates the money they would have spent to the Relay For Life fund.

Institute Casual for Cancer or Denim Days. Ask your company CEO or president to let staff dress casually or wear denim for a \$5 or more donation.

Rent videos (old classics are great and short) and have a movie week during lunch hour. Charge admission and invite employees to eat their lunch while they watch.

If your company has a matching gift program, that's an effective way to double your fund-raising efforts.

Start a No More Cancer Day. Just declare a day at a business to help the American Cancer Society raise funds to find a cure.

Designate an Oscar the Grouch Day. Each time a coworker grouches about something during the week, he must pay a designated amount of money to the team member that catches him grouching.

It's simple and convenient to put a little Relay For Life in every payday with a special Relay For Life payroll deduction option. Whether you're on a Relay For Life team or not, you can make your company's team dollars add up - one paycheck, at a time. Payroll deduction is a "painless" way to give. By contributing an amount from every paycheck, you can make a truly meaningful personal gift The Cancer Council Victoriaby the day of the Relay For Life. Through payroll deduction, you can make a difference in the fight against cancer all year round! Please talk to your cancer council representative about how your company can set up a payroll deduction plan.

Have preschool and elementary students produce works of art and have a show. Parents and friends buy back their budding artists' masterpiece.

Hold a silent or live auction at your business, in your neighborhood, at church, anywhere. Ask for donations of unique and personal items such as homemade toys or art, a hand- knit sweater, breakfast

or dinner at someone's home, a ride on someone's sailboat. Display the items (or their description) prior to the event. Hold the auction over lunch or another convenient time. Auction off:

- . A prime parking space at work.
- . A half or whole day off from work.
- . Team members to work for a day for someone
- . A picnic-ensemble together in your cafeteria, or some other general meet- ing area, and auction off a picnic lunch that the team has prepared.
- . The boss - have the boss or department head as your assistant for a day at work.

Babysitters are always a commodity! Auction off babysitting services. This is a great idea for a student team.

Dust those bookshelves and have a book sale!

Drawings for a donated item from a local business (dinner for 2, movie tickets, etc.)

Show me the money. Set out a jar of pennies with a sign "Can you guess how much \$\$ is in the jar?" and charge \$1 per guess. Closest guess wins the contents of the jar.

Pullout all the card tables and have a garage sale. Don't limit it to just your stuff. Ask friends, neighbors, and coworkers to donate items to your garage sale or hold a team garage sale and have all team members bring items.

Ask team members to raise a minimum of \$100 to get their name in a drawing for a giveaway. Make sure the giveaway item is donated from a local store - jewellery is always nice.

B-I-N-G-O games. Just ask participants to donate their winnings!

Dunk tanks. Get a local company/business to underwrite the cost of a dunk tank and charge money to dunk someone. A famous or popular person in town always works best.

Hold a car wash, yard sale, raffle, bake sale, and snack bar all in one afternoon. Promote it all over town and pick a high traffic area