



CORPORATE TEAMS
FUNDRAISING GUIDE

FENWAY  HEALTH

FUNDRAISING TRUTHS

PEOPLE GIVE TO PEOPLE

We each have a network of people who will want to support us. Fundraising is all about relationships! “This is an important cause to me” gets results. Give your own pledge to your fundraising page. Most people will give at or below that dollar amount.

THERE’S NOBODY NAMED SOMEBODY

It’s far more effective to ask a specific person for a donation or to join your team than it is to put out a big group call. Make people feel special and needed! Think about the people in your inner circle and start there to build your fundraising. Next move outwards to a larger pool, then when you’re close to your goal (or over it!), put out a general call through emails or social media for the icing on the cake.

COMPETITION AND REWARDS WORK

Leverage a spirit of fun and competition! Use your Team Captain page to send out emails to your teammates about their progress. Who’s in the top 5? Who raised the most this weekend?

Does your workplace have branded swag? Giftcards to local eateries? Small items like this can be fun motivators! Use our “weekend challenge” email template or similar challenge emails to keep teammates vying for fun prizes and the top spot on that fundraising list.

HOW TO SET A TEAM GOAL

Everyone has their own fundraising capacity, based on their network. As a captain, think about how your recruitment goal and fundraising goal can support one another.

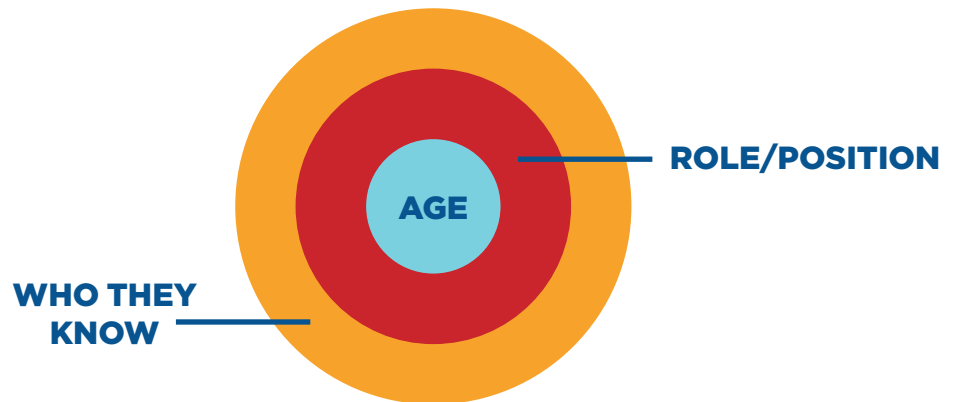
To Raise \$5,000 as a Team You Need:

5 people who can raise **\$1000** each

10 people who can raise **\$500** each

25 people who can raise **\$200** each

NETWORK DETERMINES FUNDRAISING CAPACITY



A CEO will have a different network and fundraising capacity than a new hire just out of college. Both can be an important contributor to the team in their own ways. It helps to recognize the difference in their fundraising capacity when it comes to reaching your goal.

MAXIMIZING YOUR IMPACT

Get Your Gifts Matched!

Ask your company about giving matching gifts and/or sponsoring the Walk. This can go towards your team fundraising total.

Sponsor the Walk

The AIDS Walk offers visibility for Sponsors! Ask your company about Sponsoring Fenway Health. This may be able to count towards your team fundraising total. To discuss this, reach out to **Jonathan Potvin** at jpotvin@fenwayhealth.org or at **857.313.6733**.

TEAM CAPTAIN CHECKLIST

Get leadership involved.

The higher you go, the more money your team will be able to raise.

This gives employees a different opportunity to engage with leadership. Get management teams onboard (higher up is better). This can be humanizing and fun!

Set a goal for recruitment.

Based on the number of employees at your organization. How much do you think each person can raise? Remember that everyone has their own fundraising capacity.

Set a fundraising goal.

Set a deadline for raising the money.

Do you want to do this in one week? Two? Do you want to leverage Pride month to get your workplace involved?

Recruit your co-captains or staff liaisons to help spread the word and connect with different areas of the organization.

Gather some fun giveaways from your company.

Put up customized team posters around the office or get the Walk posted on your company calendar.

Send out update emails to teammates according to your fundraising timeline to keep people motivated, involved, and informed.

Use the templates we've provided for you on your Team Captain page. If you don't want to send these emails through your page, you can copy and paste to send from your preferred email!

Goal of 1 week: email every day

Goal of 2 weeks: email Monday, Wednesday, Friday

Goal of 3 weeks: email Monday, Friday

Goal of 4 weeks: email once per week

Attend Corporate Calls with Fenway Health Development.

Lead by example!