

SPIRIT DRUM AND BUGLE CORPS

Member Sponsorship Program
Donation Confirmation

Member Name: _____

Sponsor/Donor Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____

Amount of Donation: \$ _____

Make Checks payable to "Friends of Spirit, Inc."

Entire form is to be returned to Spirit Drum and Bugle Corps.
The top half will be kept by Spirit and the bottom half will be mailed back to the sponsor.

SPIRIT DRUM AND BUGLE CORPS

Member Sponsorship Program
Donation Confirmation / Receipt

Member Name: _____

Sponsor/Donor Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____

Amount of Donation: \$ _____ Check #: _____

Date: _____

Spirit Drum and Bugle Corps, sponsored by Friends of Spirit, Inc., is a 501c3 Non-profit youth music education organization. Your sponsorship contribution is tax deductible, within the limits of the law. Please retain this receipt for income tax purposes.

Received by: _____ Date: _____

Friends of Spirit, Inc.

**SPIRIT DRUM AND BUGLE CORPS
SPONSORSHIP PROGRAM**

The purpose of the Spirit Sponsorship Program is to help students obtain the necessary funding that is required to become a member of Spirit Drum and Bugle Corps. The program is simple, yet it does take some work, time, and thought. Keep in mind that no matter if you should choose to use the Program or not, you must meet your financial obligations to Spirit in a timely manner in order to maintain your membership. Sponsorship "pledges" cannot take the place of your dues when they are owed each month. Only actual payments made keep you on schedule. If your sponsors cannot pay their donation until later in the year, you must make the payments yourself. The sponsorship donation will be returned to you when they are received later. Thus, you need to begin the Sponsorship Program immediately for it to work for you most effectively.

If you raise your full dues amount through sponsorships (tax-deductible or non tax deductible), any additional sponsorship donations that you raise will be put into an account in your name. You can choose to have those funds returned to you during the summer tour, or you can assign those funds to another member, to help with their dues, if you so choose. You may also elect to simply let the corps use the funds wherever it may have the greatest need.

The information compiled herein is being given to you as an aid to assist you in successfully and effectively soliciting sponsors. Although you do not have to follow these guidelines, it is highly recommended.

Step One - Setting Goals

First, assess what your fundraising goals are. Membership fees for Spirit are \$1555 for the 2006 season. How much of that can you pay out of your pocket easily? If you can pay \$100 a month for the four months that fees are due (December through March), that will leave you with \$1155 to raise through sponsorship. If you can afford \$200 a month, that will leave you with \$755 to raise. Of course, the ultimate goal would be to raise the entire amount through sponsorships, and if that is your goal, you do have to begin immediately in your efforts to secure sponsors. Several members of Spirit through the years since we began the Sponsorship Program in the 80s have paid their entire balance with the corps through sponsorships, and many even received a couple hundred dollars in expense money for tour through their scholarship account. However, with our present economic conditions and with the increased membership fees over the years, raising the entire amount will be difficult and will require a lot of dedication and hard work.

Step Two - Make a List and Check It Twice

Make a list of all persons that you will contact for a donation. Family/extended family, friends, co-workers, and local businesses will be potential prospects. Write down the names of grandparents, aunts and uncles, cousins, friends at school, church, and work, and businesses that you and your family patronize. Do not exclude anyone. The more you ask, the more you will possibly receive.

Businesses: Make a list of all businesses that you and your family patronize regularly: grocery stores, pharmacies, gas stations, restaurants, florists, convenience stores, dry cleaners. Focus especially on those where your family has a house charge account. For businesses such as those, they keep records of customer purchases. They can look back on your account with them and see how much business you have done with them in the past year or so. Obviously, the more you and your family have patronized their business, the more likely they will give you a donation.

It is recommended that you do not contact Spirit alumni for sponsorships for the 2006 season. The alumni over the last five years have donated heavily to support Spirit.