



## Welcome to Gilda's Run 2016!

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Dear Friend,

Thank you for becoming a team leader for our 9<sup>th</sup> annual Gilda's Run. This year promises to be another fun filled adventure in support of Gilda's Club Madison. I'm hoping you will enjoy the festivities at the event on October 9<sup>th</sup>, and that you will help spread the word about Gilda's Club before the event.

As part of a team fundraising effort, you have the opportunity to share your passion for the mission of Gilda's Club. In this packet you'll find some helpful guidance and ideas on how you can help raise funds for Gilda's Club and how you can lead an engaged fundraising team. Hopefully this information will help you on your fundraising journey.

Please don't ever hesitate to contact me with any questions or concerns you may have. I'm excited to see what you, our creative and dedicated supporters, do to raise support for Gilda's Run.

I know you will do a phenomenal job as a team leader and fundraiser-all it takes is a passion for the mission.

I'll see you at the start line on October 9<sup>th</sup>!

Best,

*Katie Knill*

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# YOU'VE CREATED A TEAM... NOW WHAT?



**Lead by Example** • Show your support by making your own donation to the team and be an example for others to follow. It's a lot easier to ask others for support when they see you've already made your own gift.



**Develop Fundraising Goals** • Set an individual and team fundraising goal to promote involvement and engagement within the team. Example: In a team of 10, each member is responsible for fundraising \$100, which will contribute to the \$1,000 team goal!



**Recruit and Motivate Team Members** • Recruit your family, friends, and coworkers who are as passionate as you. Know someone you think would be interested in Gilda's Club? Ask them to join your team! Once you have a few teammates you need to get them excited for the event. Think of some fundraising ideas you could do at work or in your neighborhood. Don't forget to check out the **Easy Fundraising Ideas** sheet for some simple ways to get your fundraising started.



**Communicate with Team Members** • Communication is key to developing good comradery with your team members. Share important event information and fundraising tips with everyone on your team. You can download resources from the Gilda's Run [website](#). Check in with your team periodically to see how fundraising is going. Don't forget to stay updated on what incentives your team is close to qualifying for - don't miss a chance to win prizes!



**Be Creative** • Another way to help motivate team members is to get creative and design a theme for your team. Create a unique name for the team and encourage quirky outfits for the day of the run. Make this fun for all involved, it's easy to do!



**Update and Add Personality to Your Team Page** • Part of being team captain is making sure your team is known. Personalizing your team page is a great way to share your team's passion with the people supporting you. Highlight why everyone chose to join, like sharing personal stories. Don't forget to add pictures to your team and personal pages!

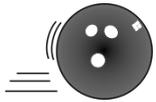


**Inspire Team Members** • Talk with your team members about personal experiences and why you are participating in this event. Share stories with one another to inspire everyone to try their best in fundraising. Sharing these stories with potential donors helps everyone understand why Gilda's Club is so important to those touched by cancer.



# 2016 GILDA'S RUN FUNDRAISING TIP SHEET

## GET THE BALL ROLLING



Nobody likes to be first. That's why it's always a good idea to get your fundraising off to a good start by making the first contribution. This will make others more likely to get involved.

## ADD YOUR WHY TO THE EMAIL



We've put together an email template you can use right from your fundraising page. The most important thing you can add to this message is **why you are fundraising**. Let your family and friends know why Gilda's matters to you, that's what they care about the most!

## START WITH YOUR CLOSE CONTACTS



It's always best to start by emailing your close contacts because they are the most likely to donate. Try sending some quick personal messages to your inner circle to build up some momentum. Then use the email template you customized to reach all of your other contacts.

## NOW MOVE TO SOCIAL MEDIA



Once you've sent your first batch of emails out, it's time to turn to social media. One of the best strategies to use on both Facebook and Twitter is tagging and thanking people that have already donated while you are asking for new donations. This spreads your message further and lets the people you are asking know that people are already getting behind you.

## REENGAGE WITH EMAIL



Don't hesitate to send a few follow up emails. Emails are easy to overlook and people often open them up quickly and then forget to go back to them. Use email to keep people up to date with your progress as you hit different milestones (50% raised, 75% raised, etc.). Ask supporters to help you hit the next milestone.

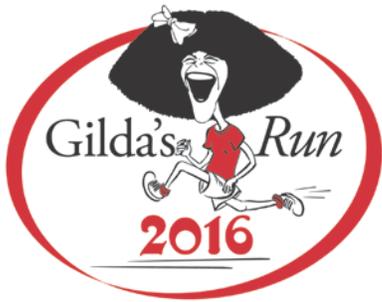
## CONTINUE THANKING AND UPDATING SOCIAL MEDIA



As more of your network gets behind you, keep thanking them on social media (or you could even send them a quick handwritten note) and make sure you continue to share your progress towards your goal.

Fundraising often takes a little creativity and persistence, but it's vitally important to our mission and you can do it. Know that your effort will make a big difference!

THANK YOU!



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## SIMPLE FUNDRAISING IDEAS

There are a lot of ways to spread the word about your involvement with Gilda's Club and to get donations for your Run fundraising effort. Below are some easy, and sometimes quirky, ideas on how to get your friends, family, and coworkers to join you in supporting the work of Gilda's Club Madison.

First and foremost though-**ASK!** People don't give if they aren't asked. You'll be surprised at how a simple request will generate funds for a cause you care about.



**Donations Instead of Gifts** • Ask your friends and family to make a donation on your run page rather than purchasing you a gift in honor of your birthday/anniversary/graduation.



**Team Challenge** • Get together your run team, group of friends, or department at work and challenge another group to see who can raise the most in a set amount of time. The winning team will get bragging rights and if you want, throw in a little food or beverage as a prize.



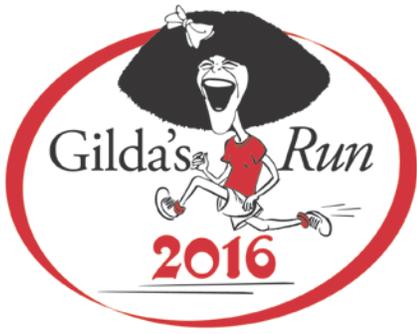
**Jeans/Casual Day** • Work with your supervisor or HR department to organize a jeans/casual day. Each person pays \$5 or \$10 to wear some more casual attire on a set day.



**Social Media** • Don't forget to utilize the power of social media. Post an 'ask' on Facebook, Twitter, LinkedIn, etc. and direct your followers to **make a donation on your fundraising page**. Publicly thank and recognize those people that make donations.



**Jail & Bail** • You'd need to work with your supervisor/HR department for this one, but it's a fun and unusual way to get the whole office involved! For a donation, employees can be arrested. For an additional donation they can post their own bail. Employees that have a bounty placed on their head are arrested and are not set free until the entire bounty is raised (ex. \$100 or more per inmate).



## GETTING SOCIAL... IT'S EASY!

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It's easy to spread the word these days-just post on Facebook or Twitter. Below are some tips and simple post ideas to help you get started.

### Tips:

- Keep it simple and short.
- Add pictures whenever you can. People will actually stop to read something if an image catches their eye.
- Always link them to your donation page or the Gilda's Run registration page.
- Thank people who join your team or donate by posting about how awesome they are. Don't forget to tag them in your post!
- Don't just post on your wall. Post comments, thank yous, and messages on friends' walls so their network of friends can see it. You never know who might want to join in the fun!
- Use #GildasRun and/or tag Gilda's Club Madison whenever possible.

### Sample posts to get you started:

- Feel like making a difference today? Help me support Gilda's Club Madison by donating to my Gilda's Run team! [INSERT LINK TO YOUR PAGE] #GildasRun
- I'm trying to raise [\$xxxx] to support Gilda's Club Madison. Want to help? Join my team! [INSERT LINK TO TEAM PAGE]
- Join [INSERT TEAM NAME] and run for a reason-so nobody faces cancer alone. Sign up here: [INSERT LINK TO TEAM PAGE] #GildasRun
- Know someone who's been touched by cancer? Me too, that's why I support Gilda's Club Madison. Donate to my Gilda's Run team to help keep Gilda's red doors open. [LINK TO YOUR PAGE]
- I need 10 friends to each give \$10 this week to reach my \$100 goal-who's with me? [LINK TO YOUR PAGE] #GildasRun
- I'm running to support, honor and celebrate all those touched by cancer. Help me make sure no one faces cancer alone. [LINK TO YOUR PAGE] #GildasRun