



LIVING HOPE MINISTRIES

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Team Captains,

We are gearing up for an event that has provided many laughs and memories while raising necessary funds for Living Hope Ministries. Some have inquired about putting together more than one team. Please do so.

Attached is a copy of a support letter you can use if you like. I would encourage you to begin building your team of bowlers and sponsors. As the captain, encourage your teammates to do the same. Following are some thoughts to consider as you and your team proceed:

- People will not sponsor you if you do not ask.
- When asking to sponsor you ask for a per pin pledge. This will make it more fun for you and it will give some excitement to your team of sponsors.
- Use the numbers in the attached letter to provide a range level of commitment for their investment.
- Don't assume you know how much a person will sponsor.
- Depending on how well you know a person give a range for them to consider, **then wait** and let them tell you.
- The purpose of Soul Bowl is to raise funds that allow LHM to continue the work of bringing the life-changing, hope filled message of Jesus Christ to inner-city children and families.
- Talk to your sphere of influence. God has given you relationships with a number of people that are interested in you.
- Don't wait to the last minute to get your sponsors.
- Utilize the phone: set aside a block of time to make some phone calls.
- Utilize email. This is a wonderful tool. With this you can have sponsors from around the country join your team with one simple message and some reminder follow-ups.
- When taking information about your sponsors get all that is asked for on the sponsor sheet. We want to be able to thank the people for their participation in your efforts.
- Have fun!

Remember the goal for each person is to raise \$200, or \$1,000 per team. Perhaps \$200 is not a challenge for you. Go ahead and raise your goal to an amount that will stretch you. Perhaps your goal should be \$500, \$1,000 or \$2,500.

Thank you for leading a team for this year's "Soul Bowl." We want to have a large cross-section of people and churches represented. If you know anyone who might want to put together a team from their church let me know as soon as possible. This year there will be events happening on different dates in different locations.

Together, under God's leadership, we can impact change in NE Minneapolis with our efforts of embracing today's children; equipping tomorrow's leaders.

Thank you for your leadership.

Blessings to you,

Steve