

SOUL BOWL TIPS

HERE'S HOW THE SOUL BOWL WORKS:

You could explain it to an interested friend or relative this way: **"I'm going to go bowling on April 27th to raise money for Living Hope Ministries. I will bowl three games, and I am guaranteed a score of at least 100 per game. I am looking for people to sponsor me for every pin I knock down. My goal is to raise \$200. Below is a chart for you to consider your support of my efforts."**

Minimum Score: 100 x 3 games = 300

- .01 per pin x 300 pin total = \$3.00 gift
- .05 per pin x 300 pin total = \$15.00 gift
- .10 per pin x 300 pin total = \$30.00 gift
- .15 per pin x 300 pin total = \$45.00 gift
- .20 per pin x 300 pin total = \$60.00 gift

Perfect game: 300 x 3 games = 900

- .01 per pin x 900 pin total = \$9.00 gift
- .05 per pin x 900 pin total = \$45.00 gift
- .10 per pin x 900 pin total = \$90.00 gift
- .15 per pin x 900 pin total = \$135.00 gift
- .20 per pin x 900 pin total = \$180.00 gift

HOW TO FIND SPONSORS:

1. Make a list of people to contact.
 - Family members and relatives
 - Your friends at school, sports, clubs, work, etc.
 - Friends of your family
 - Teachers, school staff, coaches
 - People at church
 - Neighbors
 - Parents' coworkers
2. How do you want to contact each person?
 - Face to face
 - Phone
 - Letter
 - Email
3. Write a letter or a script.
 - Use the sample letter, or write your own.
 - Consider including a picture of you at Living Hope or the top 5 reasons why you appreciate Living Hope
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4. Pick your top ten people and start contacting them.
 - Plan out when you're going to talk to each one.
 - If you send letters, plan to call them a few days later.
 - Ask them to tell you their pledge by April 13th (earlier is definitely better!)
 - Record their names, contact info, and their pledge amount
 - When you finish your "top ten," pick a new list of ten to focus on.

MORE SUPPORT-RAISING TIPS

- 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** let them tell you.
- The purpose of Soul Bowl is to raise funds that allow LHM continue the work of bringing the life-changing, hope filled message of Jesus Christ to inner-city children and families. This year all proceeds go toward paying off our current building and, Lord-willing, purchasing the building next door.
- Talk to your sphere of influences. 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!