



FUNDRAISING PLANNING

FUNDRAISING THOUGHTS

- I. Fundraising is not a daunting task! Many who have come to LEGACY before you have done it. And so can you.
- II. Fundraising requires due diligence. First, determine what semester(s) God wants you to participate in at LEGACY and the appropriate amount you need to raise in partnership with God.
- III. An old adage says, "Fail to plan, and you can plan on failing." This wisdom may be old school, but it is nonetheless practical and worth noting. (Keep in mind that this is simply "wisdom" and not "Scripture.") Laxidascal believers often presume that if it is God's will for you to come to LEGACY, He will provide adequate funds for the training without you doing anything. We see what they're saying, but we encourage you to put some thought, prayer, and partnership into the process. Get some skin in the game! Even Jesus had to do it when He said, "My Father is working until now, and I also am working." (John 5:17)
- IV. The "Tier Strategy" below will give you a springboard into this process. Print out some copies and begin to brainstorm!

The sluggard craves and gets nothing, but the desires of the diligent are fully satisfied.

PROVERBS 13:4

DETERMINE AN APPROACH

- I. Which training at LEGACY will you be attending? Have you considered attending multiple semesters?
 - Summer — \$7,000 (First-time students only)
 - Fall — \$5,000 (Return students only)
 - Summer + Fall — \$10,000 (Doing both trainings back to back)

- II. Now that you have a financial bottom line and goal, determine a strategic approach to engage donors toward this goal. (Depending on the timing of your strategy, you may want to ask donors to give over a period of time to make it easier on them.)
- III. The proposed strategy below will help you get a running start in this process. Add to it, alter it, or create your own according to the desired amount you want to raise.
- IV. Approach this process in faith, not fear; in prayer, not wishful thinking, in diligence, not apathy, in Spirit, not the flesh.
- V. Once you have your names listed, create a process to engage these individuals, i.e., phone, mail, email, appointments, etc.

SCHOLARSHIP PAYMENT

- I. Ask your donors to scholarship you and write their checks to LEGACY.
- II. They are also welcome to give online with their credit card once LEGACY has created a Funding Web Page for you.
- III. Scholarship supporters will be eligible for tax-deductible receipts that LEGACY mails to donors every year in January.



THE TIER STRATEGY FOR \$7,000¹

ASK Strategy: Ask various people to commit at select giving levels.

Example:

ASK **2** families / friends to donate **\$1,000** over a period of time . . .

and

ASK **10** families / friends to donate \$500 over a period of time . . .

Put their names into the slots and ASK them humbly, but confidently.

\$1,000 x 2

1.

Giving Options:

\$100 x 10 months

2.

\$250 x 4 months

\$500 x 2 months

\$1K onetime

\$500 x 10

1.

6.

Giving Options:

2.

7.

\$100 x 5 months

\$125 x 4 months

3.

8.

\$250 x 2 months

\$500 onetime

4.

9.

5.

10.

¹ Adjust this approach according to the amount you are trying to raise for LEGACY.