



Fundraising A to Z: GETTING THE MONEY

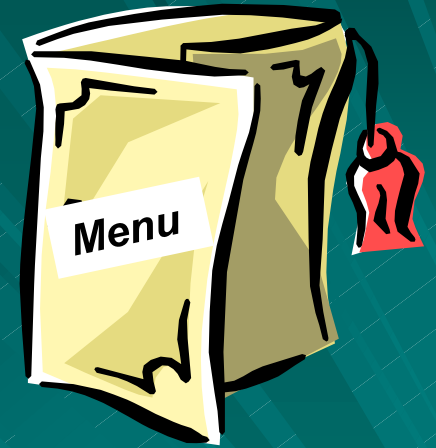
Presented By:
Rita Soto
and
Victoria E. Wu

Getting the Money

- I. Planning the Financial Menu for the Bar Year
- II. The Recipe for Revenue
- III. Bon Appétit

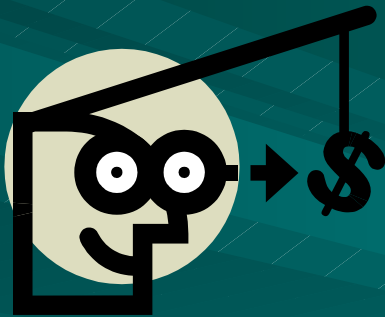


Planning the Menu



- How much money do you need to raise?
- When do you need the money?
- Who will be involved?
- When will you start?
- Do you have the volunteer base to help?
- What is your administrative support?

The Recipe For Revenue



“Show Me the Money”

or

How do you Fund
Your Programs?

Sources of Revenue

- State or Local Bar Association/Endowments

 - Budget Year

- ABA/YLD

 - March 1 Deadline

 - (Public Service and Member Service Projects)

- Corporate Sponsors

 - Budget Year

 - (i.e., Law Firm, Legal Companies, Community Companies)



Fundraising For Revenue



- Think outside The Box
- Establish your Objective – Set a Financial Goal
- Establish Deadlines – Start and Finish
- Chefs and Sous Chefs – Who will be Involved
- Motivate your Group

Fundraising Ideas

- 1) CLE's
- 2) Raffle or Silent Auction
- 3) Night out for Baseball
- 4) Bowl-a-thon
- 5) Golf/Volleyball/Basketball Tournament
- 6) 5k Run
- 7) Have a party for Dogs
- 8) Have a party/social with another group
- 9) Dinner with the Judiciary
- 10) Sell Goods for Holidays
- 11) Food Fundraiser
- 12) Taste of the Town



Fundraising Ideas (cont.)

- 13) BBQ Contest and/or Dinner
- 14) Old Books, Records, Tapes, CD, DVD Sale
- 15) White Elephant/Flea Market
- 16) Holiday Bazaar
- 17) Holiday Wreaths or Swags
- 18) Safety Kits, Fire Extinguishers, etc.
- 19) Cookbook
- 20) Happy Hour Socials
- 21) Sell Your Legal Publications
- 22) Sell Ads for your Website/Newsletter

Do Not Burn Your Dinner

- Do not go back to the same pot too many times
- Limitations due to special arrangements



Bon Appétit

- End with a “Thank You”
- Publicize your success

