



# TEAM CANADA DANCE

# FUNDRAISING

# HINTS

If you wish to fundraise for your trip, the SPONSOR LETTER is for you to send to your prospective sponsors (*along with your own personal letter*). Not everyone will want/need sponsors, but many will want the assistance. Here are some hints on how to get sponsors from your community...

- 1) When sending out the attached Team Canada sponsor letter, please include your own personal letter detailing why this opportunity is so important to you. If you can also include a short video explaining why you want to represent Canada and show off your dance skills, this will make the request more personal and you are more likely to catch their interest.
- 2) You can also use the IDO Promo video on our website [www.teamcanadadance.ca](http://www.teamcanadadance.ca)  
*\*\*\*you are in the age of technology, so I am sure you can put together something quite impressive!*
- 3) Approach your local city and service groups, such as the Legion, Optimist, Shriners, etc....
- 4) Be prepared to do some legwork. Sometimes dancers have had sponsors such as their local Boston Pizza, where the dancer must go in and help in the restaurant once a week. This is a great Fundraiser!
- 5) Use Social Media (*such as GoFundMe*). Parents will have to run this if the dancer is underage.
- 6) 50/50 draws – but check with your municipality for any special license requirements
- 7) Wal-Mart has a program available for fundraising that was quite successful in previous years
- 8) Tag Day at your local LCBO has also been proven successful in the past
- 9) Approach local businesses in your town, such as restaurants, dance stores, dentists, places of employment, etc. It is much easier to get 36 businesses or relatives to sponsor you \$100 than to ask one business to sponsor all the money.
- 10) Use your dance skills to raise funds – do shows, an open dance class at your studio to raise funds. You can ask your dance studio if they will let you do an overnight Dance-A-Thon and collect sponsors for how many hours you dance or instruct others dancing. This is fun, and also a great way to raise funds while making other dancers feel included who are not yet part of the team!

See the Sponsor Receipt download that you should fill out and give to your sponsors. Please remember – we are a NON-PROFIT ORGANIZATION, not a CHARITY. We do not issue receipts for each individual dancer – you must issue to receipt for your own sponsors. However, if someone donates to the ENTIRE team, then we will issue a receipt ourself and divide the money amongst all the dancers.

**\*\* Please note, the sponsor should make out the cheque TO YOU. I cannot accept dozens of cheques from sponsors for each dancer! If there is a problem with them issuing the money to you, then I will accept the money and reimburse you.**