

## FUNDING THE TBTM SCHOLARSHIP

### RETURN ON INVESTMENT

The 'To Better the Man' Scholarship is an investment in the chapter's future. The investment delivers returns if even one additional new member joins the chapter. If five new applicants join the chapter, the scholarship can pay for itself in one year.

Consider the following example. If a chapter spends \$2,250 on the TBTM Scholarship and recruits five applicants who pay \$1,000 in dues each year, the scholarship has paid for itself, twice over. The next three years of dues from these five men will generate a margin of \$15,000.

TBTM Cost	
Awards Banquet Cost	-\$1,000.00
Scholarship Cost (5 TBTM Scholarships at \$250)	-\$1,250.00
<b>Total TBTM Scholarship Cost</b>	<b>-\$2,250.00</b>

TBTM Return on Investment	
Dues of One New Member For One Year (\$500/ Semester)	\$1,000.00
# of New Members Recruited Through TBTM	X 5
<b>Chapter Revenue From TBTM (Five New Members Recruited)</b>	<b>\$5,000.00</b>

Recruiting the best and brightest men on campus pays dividends far greater than just the financial aspect. Members who are recruited through a values-based recruitment process are more likely to stay engaged in the fraternity throughout all their entire college experience.

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There are several sources of funding for the TBTM Scholarship. The most common sources of funding are below:

**CHAPTER BUDGET** Chapter funds should be used to pay for some of the expenses associated with the scholarship. Remember, if the scholarship is successfully implemented, you will see a return on investment.

**CHAPTER ENDOWMENT** Each chapter has an endowment through the Foundation and funds within the endowment can be used for the TBTM Scholarship. Alumni donors can make tax-deductible gifts to the chapter endowment which can then be used to fund the scholarship. Speak with your Alumni Assotiation President on ways to let alumni know that the chapter is looking to do a TBTM scholarship and would love financial support. For more information and resources on chapter scholarship funds please refer to the Foundation's [website](#).

**CHAPTER FUNDRAISING** Many chapters use fundraising events, such as a golf tournament, to help cover TBTM costs.

**PARENTS CLUB BUDGET** In some cases, a chapter's parents club may be able to support the TBTM Scholarship financially through their budget, fundraising efforts, or donations. Parents should be invited to the banquet regardless of existence of a parents club or its ability to contribute.