

Arthritis Walk

FUNDRAISING GUIDE



letsmove.together.org

WELCOME!

Welcome!

Arthritis Walk will be here before you know it! Walkers of all ages will soon come together at hundreds of sites nationwide to share their support of the Arthritis Foundation mission in the prevention, control and cure of arthritis and related diseases.

The Arthritis Walk is our biggest opportunity to impact the lives of millions of men, women and children with arthritis. That is why your participation in the Arthritis Walk is so important to us. You are the key to the success of the Arthritis Walk, and to everything the Arthritis Foundation hopes to accomplish. We thank you for your commitment to helping us find a cure for arthritis!

As an Arthritis Walk participant, you are asked to raise funds to help support the mission of the Arthritis Foundation. You'll want to start by setting a fundraising goal for yourself. Aim high – think about all the creative ways in which you can raise money and have fun with it! Remember the more money you raise, the more you are helping those living with arthritis.

There are three (3) ways in which you can raise money to reach your fundraising goal:

- 1. Team Fundraising** (tips on page 13)
- 2. Online Fundraising** (tips on page 7)
- 3. Individual Fundraising** (tips on page 15)

REACH YOUR GOAL

To be the most effective in reaching your goal, you should try to use all three of these methods. Remember to start as early as you can! It's always best to spread your fundraising activities out over a period of time. Developing a fundraising plan that includes events throughout the year is a great way to keep the excitement of the Arthritis Walk going and raise a tremendous amount of money along the way!

www.letsmovetogether.org
What are you waiting for?
Get started today!

FUNDRAISING TIPS

for All Participants and Team Captains

FUNDRAISING TIPS

👉 **Dedicate your personal or team fundraising efforts to an individual living with arthritis.** Walk and raise funds in their honor. Your honoree can be a co-worker, friend or family member with arthritis. Putting a face with the cause helps donors realize the impact of the disease.

👉 **Arm yourself with facts about arthritis and the Arthritis Foundation.** Let donors know that their donations will benefit the millions of Americans living with arthritis. Visit www.letsmoveitogether.org to learn more about what we do and how you can help.

👉 **Be enthusiastic about your participation.** Whether asking for a donation or for someone to join your team, your enthusiasm will be contagious. Others will want to support you.

👉 **Ask, ask, ask! Aim high.** If you know your donors are capable of making a large donation, do not be afraid to ask for a specific amount. Also ask donors if their companies have a matching gift program.

👉 **Thank your donors!** With their help and yours, we can make a difference for the one in five adults and nearly 300,000 children with arthritis!

How to raise \$250

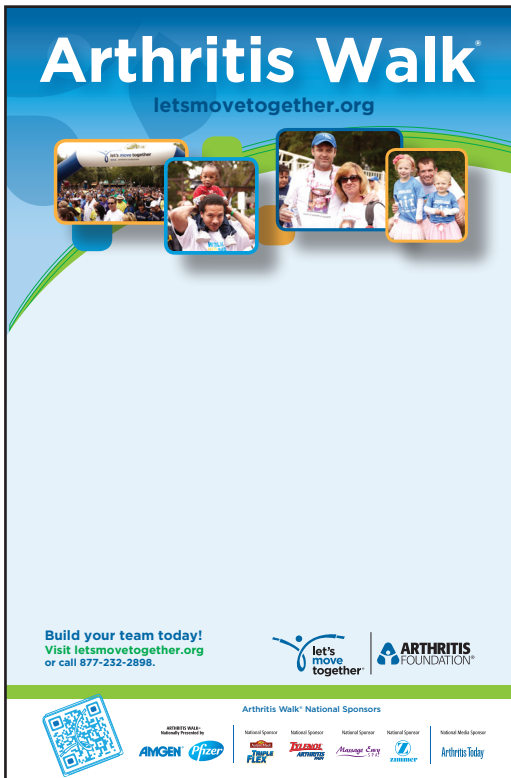
When you register, donate \$25 to yourself	\$25
Ask two friends for a \$25 donation	\$50
Ask your doctor's office for a \$25 donation	\$25
Ask four family members for a \$20 donation	\$80
Ask three neighbors for \$10 donations	\$30
Ask three local merchants for \$10	\$30
Take a week's worth of your morning coffee money and put it towards your fundraising	\$10

You're making a **great commitment** not only to yourself, but also to your community and to the **one in five Americans** living with arthritis and related conditions. **Be proud** and **set your goal high!**

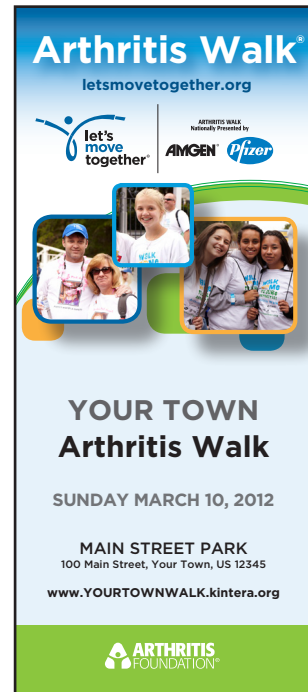
MATERIALS

to help you fundraise

Posters



Brochures



Facebook



Goal Poster

Arthritis Walk
let's move together | AMGEN Pfizer

GOAL: \$ _____

Team Name: \$ _____

Team Captain: \$ _____

Team Members: \$ _____

\$ _____

\$ _____

\$ _____

Event Location: \$ _____

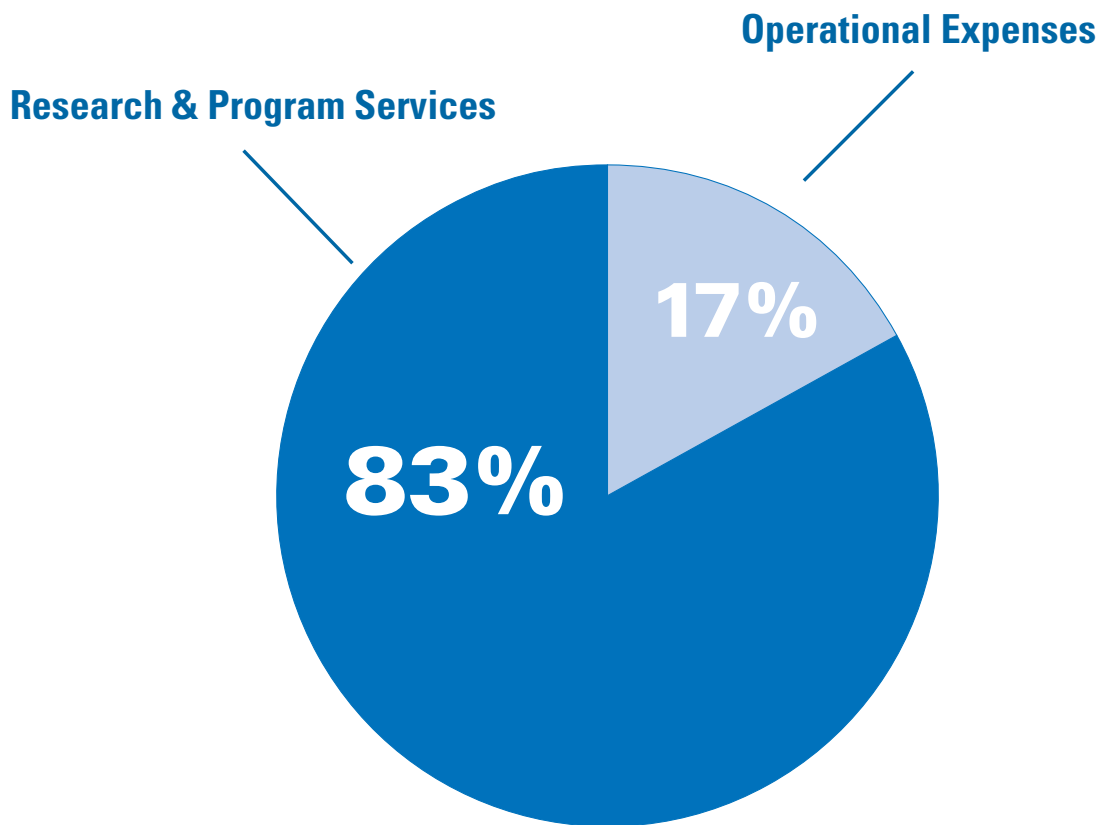
Date and Time: \$ _____

letsmoveogether.org

ARTHURITIS FOUNDATION
Take Control. We Can Help.

How Your Dollars Are Spent

The Arthritis Foundation is the only nationwide, nonprofit health organization helping people take greater control of arthritis by leading efforts to prevent, control and cure arthritis and related diseases.



- \$25 could pay for a subscription to Arthritis Today magazine
- \$175 could send a family of four to the Juvenile Arthritis Conference
- \$200 could pay for an arthritis patient to take a Life Improvement Series class
- \$500 could pay for two people to become certified LIS Tai Chi instructors
- \$1,000 could send one child to Juvenile Arthritis Camp

Facts about Arthritis



- Fifty million Americans or one in five adults plus nearly 300,000 children have some form of doctor diagnosed arthritis.
- Arthritis is one of the most prevalent chronic health problems and the most common cause of disability.
- Arthritis limits everyday activities such as walking, dressing and bathing for millions of Americans.
- Arthritis results in 39 million physician visits and more than a half million hospitalizations.
- Arthritis costs the U.S. economy nearly \$128 billion annually.
- Arthritis affects people in all age groups including nearly 300,000 children.
- The risk of arthritis increases with age and is more common among women than men.
- Arthritis refers to more than 100 different diseases that affect areas in or around joints.
- Based on NHIS data, approximately 67 million people age 18 or older will have doctor-diagnosed arthritis by 2030.

ONLINE FUNDRAISING

What is Online Fundraising?

Online Fundraising is just what it sounds like – the ability to raise event funds online through the Arthritis Foundation Web site. It enhances any fundraising program by taking some of the worry and hard work out of fundraising. Now participants have one place to:

- Register online
- Create a free personal fundraising page
- Execute an e-mail campaign to solicit donations
- Recruit team members
- Track their fundraising progress

Online fundraising is also easy and fun. In just minutes, you can set up your own page, in which you can change and update text and add photos. In no time at all, you can upload your personal address books and send out an e-mail solicitation to everyone you know, or you can send personalized e-mails to potential big donors. You can also monitor visits, donations and encourage messages from donors. In addition, thank you e-mails can be used as receipts for tax purposes and are sent to your donors automatically. Raising funds just became fun!

How does it work?

Once you register for the event and create your own page using the step-by-step instructions provided to you online, you should visit the communications center. Use the e-mail tool to compose your first e-mail campaign to recruit teammates and raise money.

What do you mean by “e-mail campaign?”

An e-mail campaign is a proven method of raising funds and recruiting teammates online. You will want everyone you know to be aware of your participation in the Arthritis Walk. By sending out a mass e-mail through the online fundraising tool, you can communicate to many people at one time. Start by sending an e-mail announcing your participation in your Arthritis Walk and asking for others to join your team or donate to your campaign. Later on, send a reminder e-mail letting friends and family know that you still need their help or send an update e-mail letting everyone know how your fundraising is going.

Do I have to type in all of the e-mail addresses of my friends and family?

No. You can upload your personal address book from Outlook, Outlook Express, Palm or Netscape. The import wizard will guide you through the process.

Is it safe to use my credit card online? What about privacy?

In order to prevent unauthorized access and protect our users' personal information, the Arthritis Foundation strives to maintain physical, electronic and administrative safeguards to secure the information we collect online. Contributions are processed using Secure Socket Layer (SSL) to make sure that your credit card information, passwords and personal information travel securely through the Internet.

How do donors know if their credit card donation went through?

Your online fundraising page will automatically generate a donation confirmation e-mail when the transaction goes through. The donor will receive this e-mail and should print it out for tax purposes.

How will I know if someone has donated online to support me?

The online fundraising site will receive an e-mail notifying you when someone makes a donation. You can also log in to your HQ and you will be able to view your fundraising efforts including your fundraising total to date, how many people have viewed your page and how many e-mails you have sent. Click on Reports to view who has donated and how much they gave.

Some people are not comfortable donating online. Can they still send in their donations?

Yes. Although donating online is often more secure than conventional postal methods, many people feel more comfortable sending in a check. A printable PDF can be found on your page. Donors can print it out and mail it to your local office

When someone makes a donation online, will they receive an automated thank you letter from the Arthritis Foundation?

Yes, everyone who donates online will receive a thank you letter on behalf of the Arthritis Foundation. For donations under \$250, this e-mail notification will serve as their tax receipt (this is stated in the e-mail). For many donations, your local chapter will send a hard copy tax letter in the mail. You should also send them a personal e-mail thanking them for helping you get one step closer to your goal!

I have also received cash and checks from supporters. How can I get these to show up on my Web page?

You can record offline donations by logging in to your HQ, there you will find a link for entering an offline donation. You can enter your offline donation information there to keep track of your overall fundraising. You will want to mail or drop off any cash or checks at the local Arthritis Foundation office on a regular basis.

For additional information regarding online fundraising, please contact your Arthritis Walk Event Chair, Team Captain or staff partner.

Arthritis Walk participants can raise funds online and use the power of the Internet to collect donations and recruit team members. It's easy and fast. Follow the steps below to get started today.

Sign Up: Visit www.letsmove.together.org. Click on "Arthritis Walk," click on your state and select your local Arthritis Walk. Select "Register Here" and agree to the standard participant waiver. "Start a team" of your own or "Join a team" or you can also "Join as an individual".

Set Up: Setting up your personal page why you are participating in the Arthritis Walk. Upload a photo of you, your team or your honoree. Change the look and text on the page as often as you like and have fun trying different combinations.

Send: Now you're ready to send out e-mails to your family and friends inviting them to get involved in the Arthritis Walk. Ask them to join your team or start one of their own. If they can't join, ask them to "Make a Donation."

Once you register, please record the following:

My URL is [http://_____ . kintera.org/_____](http://_____ . kintera.org/)

(NOTE: There is no www)

Username: _____

Password: _____

How do I use Social Networking to help raise more money?

The Arthritis Foundation provides you with a free Facebook fundraising tool that can be found on your online fundraising HQ when you register. Simply follow the instructions to connect your Facebook community with your Arthritis Walk efforts.

To use Twitter, we have a number of pre-written “tweets” for you on the next page and on the Volunteer Resource Center Fundraising Tips page of www.letsmove-together.org. Simply copy and paste and add a Tiny URL of your fundraising page to get your message out!

Also on the Fundraising Tips page of the Volunteer Resource Center is an entire guide to help you fundraise and spread the word through various social media outlets. If you try something new and want to tell us, please do! Call your local office and share your successes.

Sample Facebook and Twitter Messages:

Help people with arthritis, the most common cause of disability in the US: make a donation to my Arthritis Walk campaign: (Tiny URL)

50 million Americans suffer from Arthritis. Are you one of them? Make a donation to my Arthritis Walk campaign: (Tiny URL)

Help me reach my goal of raising \$(GOAL) for my Arthritis Walk. Click (Tiny URL) to make a donation now!

Don't have the cash but want to help? Join my Arthritis Walk team!! Then ask other people for money. (Tiny URL)

More than 50 million adults and 300,000 kids have arthritis. Will you help in the fight to find a cure? (Tiny URL)



Use all of your social media outlets to spread the word!

- If you have a video blog, talk about your campaign and the reason why you're walking for the Arthritis Foundation
- Use the various badges and images posted on www.letsmove-together.org to put on your blog, website, or other personal page
- For more ideas and information, visit the Volunteer Resource Center on www.letsmove-together.org!
- Use Feedraiser in your Participant Headquarters! Just one click can send your URL and a personal message to Facebook!

Potential Donors

- Baby sitter/day care center
- Banker
- Business suppliers
- Car dealer
- Children's teammate's parents
- Clergy/church members
- Clients
- College classmates
- Coworkers
- CPA
- Dentist
- Doctor
- Employer
- Financial adviser
- Florist
- Golf partners
- Grocery store
- Hair stylist
- Holiday card list
- Insurance agent
- Interior designer
- Lawn service company
- Manicurist
- Mechanic
- Neighbors
- Parents' friends
- Pediatrician
- Pharmacist
- Printer
- Professional associations
- Psychologist
- Realtor
- Relatives
- Service organizations
- Sorority/fraternity
- Spouse's business associates
- Tenants in office/apartment
- Veterinarian

Sample Fundraising Letter

Have family and friends who prefer good, old-fashioned letters? Here is some sample wording to ask them to support your campaign!

Remember, the more personal you make it, the more effective it will be.

Dear _____,

This year I am helping to support the mission of the Arthritis Foundation to prevent, control and cure arthritis by raising money and participating in the Arthritis Walk.

Did you know that arthritis is the most common cause of disability and affects 50 million people? One in five adults and 300,000 children have arthritis, costing the U.S. economy more than \$128 billion annually.

I have decided to make a difference. I am committed to raising \$_____ to help prevent, control and cure arthritis. You can also make a difference by joining my team and walking with me, or by donating funds to help me reach my goal.

Our team is “_____.” We will be walking together at _____ on _____. Our team is walking on behalf of _____. (Tell the story of your honoree.)

We’d love to have you join us! Or, if you would like to donate, please make your check out to the Arthritis Foundation and mail it to me at _____ or donate online by visiting my Arthritis Walk Website at _____.

Thanks in advance for your support!

Sincerely,

FUNDRAISING IDEAS

TEAM FUNDRAISING

Team fundraising through your work, school, or other organization can be fun, rewarding and give you an opportunity to raise more money for the Arthritis Foundation.

Start a team at work!

- Corporate teams can meet corporate responsibility goals, employee team-building goals, and workplace wellness goals – all by participating in Arthritis Walk!
- Your local Arthritis Walk coordinator can provide all the materials and instruction employees need to get started
- Arthritis Walk is family-friendly and can act as a company picnic or outing – just have team members bring their family members and have company-provided snacks

Fundraising Tips for Corporate Teams

“Stick it to Arthritis” Days: Ask your company to allow a Dress Down/Jeans Day for their employees. Using Arthritis Foundation stickers, designate a day, series of days or a week and charge to dress casual for the day. Give discounts if people wish to buy more than one day. Example: one day for \$5, or three days for \$10. Provide the sticker to each employee who paid so that your employer can keep track.

Bake Sale: Hold a bake sale at before work with breakfast items and during lunch with yummy sweets!

Book Smart: Dust off those bookshelves and have a book sale.

Snack Cart: Set up an inexpensive snack cart and push it at 2:30 or 3:00 p.m. – just when everyone is having their afternoon cravings. Employees can purchase snacks – fruit, chips, cookies, diet snacks, juices, soft drinks, with all the proceeds going toward your fundraising goal.

Coin Saving: Ask five to ten people to save their change for you for a month. Give them decorated buckets. At the month’s end, invite them to your home for a “counting party.”

Fundraising Lunch: Have all your best cooks make a potluck lunch and invite everyone to purchase lunch and a drink with all the proceeds benefiting your team (particularly good if your team is divided up by departments – each department can take a week to do a breakfast or lunch fundraiser)

Garage Sale: Have a garage sale in your company parking lot and have all your friends, co-workers, and team members bring items from their homes to sell.

Movie Night: Ask your local movie theater to donate movie tickets, and then sell them for pledges to be donated to your fundraising goal.

Car Wash: Get your team together on a weekend to hold a car wash. Some good places to have a car wash are parking lots of fast food restaurants, grocery stores and churches. Be sure to check with the owners before setting up!

Office Displays: Place plastic pink flamingos, wooden cows, or whirly birds in the cubicles of unsuspecting donors...request a donation for them to be removed, an additional donation for the coworker to pick whose office they are to be placed next, and another donation as “insurance” that they don’t wind up back in their office again.

Promote Yourself: Call your local newspaper and let them know what your team is doing. Send a letter or press release about your team with a photo. (Sample materials are available from your Arthritis Walk staff.) Your company can also write a newsletter article about you and other employees involved

in the Arthritis Walk. Publicity helps generate donations.

Brown Bag Lunch Day: Encourage employees to bring their lunch to work and hold a brown bag party. Ask them to donate their lunch money to you. The money saved from not going out that day can be contributed to the Arthritis Foundation.

Fundraising Parties: Schedule a fundraising party to benefit the Arthritis Foundation. You can have it at your home, office or partner with a local restaurant or bar to sponsor the event by donating food or the space. Promote the party to everyone you know and charge a cover. The restaurant/bar will benefit from the free publicity and the money you raise will go toward your goal, not to mention it’s a lot of fun! Know a local musician? Ask them to perform a benefit concert. Tell people that their admission ticket is a check made out to the Arthritis Foundation.

Start a team at school or church!

- Even small fundraisers can have a huge impact at schools and churches – a simple bake sale can raise hundreds of dollars!
- At school, ask the school principal to designate a week of fundraising for your local Arthritis Walk and have a different fundraiser each day to keep it fun.
- At church, have your Pastor make a mention during services or put a note in your church bulletin to make your congregation aware of your efforts
- Have your school or church teams lead by a group of teachers or youth group leaders

Fundraising Ideas for Schools:

Ice Cream Day: Sell ice cream bars cut in half and let the kids buy them with all proceeds benefiting your team

in their neighborhood, and with the help of their parents. (Ask a local bank or credit union to count the change for you, fee free.)

Coin Collection: Ask your local Arthritis Walk coordinator for coin canisters and have kids take them for a week to collect change at home,

Organize a small Arthritis Walk at school: Have teachers and students alike collect pledges and host a small event at your school during lunch or during student’s physical education classes.

Fundraising Ideas for Churches:

Coffee Time after Service: Have people bring in coffee and breakfast snacks potluck-style and sell it all for a donation following morning services

Have a car wash: In your parking lot or the parking lot of a local business, organize a car wash with all proceeds benefiting your campaign

Flower Sale: This can be done all year long, and around holidays like Christmas and Easter. Sell flowers a few weeks leading up to a holiday and have a portion or all of the proceeds benefit your team (see if a local nursery will donate all or some of the flowers so you can make the most money for your team).

Want more fun and creative ways of fundraising? Contact your local Arthritis Walk coordinator or local Arthritis Foundation office!

Fundraising Ideas for Individuals

Everyone can fundraise even if you don't have a team. Register online and try to do as much of your fundraising online as possible – participants can raise three times as much money fundraising online!

In addition to fundraising online, try these fun ideas to boost your bucks and make an even bigger impact in the lives of those with arthritis!

Use your green thumb: Sell corsages, your extra houseplants or bouquets from your garden.

Schedule a game night: Host a Monopoly, poker, bingo or other game night and charge admission.

Cut out arthritis: Ask your hair salon or barber shop if they will donate \$2.00 of each hair cut over a weekend to your fundraising goal.

Sell your career skill: For example, if you're a CPA, offer to do your friends' taxes for a fee that goes toward your goal.

Schedule a share-the-profit event: Many local restaurants will give a portion of a day's profits to a specific cause. Set this up with restaurant management and notify your friends, family, etc. to visit the establishment on the scheduled day.

Host a spring cleaning yard sale: Sell your unwanted items and put the profit towards your goal. If family/friends don't want to give money,

suggest that you sell their unwanted items and donate the profit towards the Arthritis Walk.

Turn a gift to you into a gift to the Foundation: Ask family and friends to donate money on your behalf to the Arthritis Foundation instead of giving you presents at your upcoming birthday or anniversary.

Present an instructional class: Invite possible donors to participate in a how-to class and charge a fee that goes toward your goal. For example, if you're a great dancer, offer to conduct classes for your friends with the proceeds benefiting the Arthritis Foundation.

Host a party: Throw a great party and charge admission! Have the party at your house or partner with a local bar that gives you a portion of the evening's cover charge.

Host a block party: Invite your neighbors to a neighborhood block party. Sell food and charge admission.

