



Fundraising Manual For JSA Summer Programs

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Congratulations on your acceptance to a JSA Summer Program! While raising money for the tuition may seem daunting, this fundraising guide will give you all the tools you need to succeed.

Payments for your tuition can come from at least three sources:

1. Money you and your family contribute toward the Summer Program.
2. Tuition credits and scholarships awarded to you by the Junior State of America (if applicable).
3. Funds raised through your direct outreach efforts including peer to peer and community based fundraising.

This manual provides step-by-step directions to help you succeed.

FUNDRAISE ONLINE

Set up your personal fundraising webpage immediately. Go to jsa.org/summer/fundraise-2019 to customize your page.



National Headquarters

111 Anza Blvd.
Suite 109
Burlingame, CA 94010

FUNDRAISING ACADEMY

Get training on fundraising “best practices” by attending the Fundraising Academy Webinars at jsa.org/summer/fundraising



Washington D.C. Office

2001 S Street, NW
Suite 510
Washington, DC 20009

First Steps

It is important to know the reason that you are raising funds and how to articulate this to potential donors.

Expenses

Tuition	\$5,650
Travel	\$500
Spending Money	\$200
Total Expenses	\$6,350

Resources

Parents' Contribution	\$2,150
Grandparent's Contribution	\$1,200
Total Contribution	\$3,350

Totals

Total Expenses	\$6,350
Total Contribution	\$3,350
Total to Fundraise	\$3,000

State Your Case

Before you begin actively fundraising, you need a clear statement to answer the question "Why should anyone give to you?" Ask yourself: What is my purpose for going to Summer School? What do I plan to gain from this experience? How will my attendance at JSA Summer School benefit someone who donates to me? What will my attending JSA Summer School do to benefit someone who donates to me?

Every student has unique reasons how the program will benefit them and their community, but you need to demonstrate what sets you apart. Donors want to give to a person who is going somewhere to help fulfill aspirations, to be part of a successful person's path to great things. Twenty years from now, they will be able to say, "I launched that Member of Congress' career by helping them attend JSA Summer School!"

A common critique of Millennials is that they are not interested in important political and social issues. Your case should make it clear that when someone donates to help you attend a JSA Summer School, they are investing in a future leader of their community, state, and country. Education and good leadership benefit everyone by fostering a well-educated, active society, so by attending a program that promotes political education and leadership, you will bring back and share information about the issues facing your peers and community, the knowledge of where and how to get involved in government, and the skills to make a difference.

Determining YOUR Budget

The first step in determining your budget is to figure out your financial need. To determine your need, subtract your total resources (parent contributions, other family members' contributions, and your savings) from your total costs (tuition and travel) and the remaining balance is what you will have to raise. Do not be alarmed if you need to raise as much as \$3,000 – or more. Believe it or not, the more you have to raise, the stronger your appeal will be to your potential sponsors. The amount you need to raise will determine the scope of your fundraising efforts. If you have to raise less than \$500 and you have some possible donors immediately in mind, you might only have to make a few phone calls. However, the more likely scenario is that you will need to raise over \$500 and may not know anyone who would give you more than \$50.

Developing a Timeline

Fundraising takes an extra push at the beginning but gets easier once you get rolling. Establish a timeline and commit to it. A timeline is the best insurance against trying to raise \$2,000 a week before Summer School.

A sample 8-week timeline looks as follows:

WEEK 1

- Determine your fundraising needs, strategy and timeline.
- Gather lists of names and addresses of prospective Group I donors.
- Call family members for donations, list of possible donors, for advice and to say “hello.”
- Call The Junior State of America for copies of the Summer School brochure.
- Purchase supplies including paper, envelopes, and stamps.
- Write your “master copy” fundraising letter/email.
- Start a fundraising page at jsa.org/summer/fundraise-2019.
- Attend a JSA Fundraising Webinar to get advice from staff and brainstorm with other students who are fundraising.

WEEK 2

- Send letters/emails to at least 20 people you know well and whom you think are most likely to give. Include a link to your fundraising page.
- Collect the names and addresses for local service clubs and community organizations.
- Share your fundraising page on social media (Twitter, Facebook, Instagram, etc.).

WEEK 3

- Send at least 10 letters/emails to local service clubs and community organizations.
- Spend an afternoon at your local mall or downtown talking to store managers about your drive and offer copies of your letter.
 - If they are busy when you approach them, try to set up a meeting time.
- Begin to call those people to whom you mailed letters in Week 2.

WEEK 4

- Send at least 10 more letters/emails to local businesses.
- Call all the people from Week 2 from whom you haven’t heard and schedule meetings with those people likely to give.
- Post to your fundraising page to update friends and family how your fundraising efforts are going.

WEEK 5

- Call anyone from Week 2 whom you still haven’t heard from and begin to call the people from Week 3
- Call service clubs in your area and try to set up meetings with them
- Go back downtown or to the mall and solicit more stores
- Send out your fundraising page on social media for the second time. Social media updates should be consistent! Ask your friends/donors to also share your page to increase traffic on your page

WEEK 6

- Call the rest of the people from Week 3 and Week 4.
- Finish meeting with those people who want to meet you.
- Host a fundraising event like a car wash or bake sale.

WEEK 7

- Call any remaining people who haven’t responded to your letter
- Follow-up any other leads you may have been given with letters and phone calls

Break your larger goals into smaller, manageable benchmarks to keep you on track. Your goals can be amount oriented (raising a specified percent of your overall goal each month) or funding source-based (contact a certain number of people/businesses each month).

Online Fundraising Tips

To get started visit our [Fundraising Page](#) to create yoursite and [begin raising funds!](#)

The Dos

- **Personalize your fundraising page!** Write a brief biography highlighting your background, accomplishments, interests, etc. If possible, include a photo of yourself on your website. Remember, not everyone who visits your page will know who you are (especially if your friends and relatives are forwarding your page to their contacts).
- **Set a reasonable fundraising goal.** You want to give sponsors the sense that their support (regardless of size) will make a real impact on your fundraising goal. As such, you should consider setting your initial goal at \$1,500 or less. Remember, you can always increase that amount (up to \$3,000 for example) as you near your initial goal.
- **People like to support successful campaigns.** If they see that you've already been able to fundraise a couple hundred (or thousand!) dollars, then they'll be much more likely to donate to your page. The more donations you can get in the first few days, the more successful you'll be throughout the course of your fundraising campaign.
- **Reach out to your relatives and close family friends.** Personal relationships matter in fundraising – those who know you the best are the most likely to contribute. Be sure to start with your family, especially your grandparents, aunts and uncles, adult cousins, etc. From there, look to long-time family friends. Remember, every sponsorship counts. Starting with your friends and family is a quick way to make progress toward your goal.
- **Leverage your extended network.** Ask your friends and relatives to forward your fundraising page to their email contacts, social media connections, and coworkers. It takes very little effort on their part (no stamps, letters) and the returns could be significant.
- **Be strategic!** Use your fundraising website as a part of a larger fundraising plan. You should still plan to send letters, call prospective sponsors, send emails, etc. Don't rely entirely on the website itself you have to drive people to visit your site. Be sure to include your website address on all fundraising correspondence.
- **Be persistent and follow-up with a phone call.** This shows prospective donors know that you are motivated about your fundraising campaign. Also, send your sponsors (those who already contributed) an update on your fundraising efforts. They may increase their sponsorship or put you in touch with others who might sponsor you.
- **Ways to say "thank you."** You should thank a sponsor within **two days** of receiving their contribution. Take the extra time to send a nice handwritten thank you note to all sponsors. A nice postcard sent from the Summer School or a follow-up letter after the Summer School is another great way to recognize your sponsor again.

The Dont's

- **Do not use the term "tax-deductible" on your website.** Sponsorships of individuals are not tax-deductible, and your sponsor will not receive a tax write-off for their sponsorship.
- **Never include sensitive personal information (telephone numbers, home address, etc.) on your website.** Remember, your site can be accessed by anyone.
- **Do not use inappropriate language or photos on your website.** Your site should convey a serious and positive message to your sponsors along with your excitement about being chosen for this unique opportunity.

Getting Started & Spreading the Word

Once you've been accepted to JSA Summer School, share the news! Let your family, friends, and communities know you've been accepted and that you're looking for sponsors to help get you there.

Utilizing Your Resources

Fundraising is not a one-person job - the more people who take part, the more successful your efforts will be. Sit down with family and friends and think of how each person can help you. Have family members create lists of acquaintances and associates you can ask. Invite siblings and friends to help you with events or mailings. Get as many people involved in the process as possible. The more people who get involved, the more time they invest, and the more they'll want to see you succeed!

Not everyone will be able to donate money, but they might be able to donate something else: their knowledge and recommendations of other people to talk to, their time helping you stuff and send out letters, or even just their driveway for you to hold a car wash. Be creative! There are many ways people can help you outside of donating money! REMEMBER: People can't donate unless they know you're looking, so make sure to get out and spread the word!

Whom to Ask: Identifying Potential Sponsors

To identify potential sponsors, create a list and divide it into three groups:

1. People you know personally
2. Local service clubs and community organizations
3. Small businesses and other individuals or organizations

People You Know

Ask your parents to talk to their coworkers about your fundraising efforts. You can even send a letter with your parents so their coworkers can read a letter directly from you.

With people you know, since you have a personal connection to them, they will care about you as a person and care about the personal development that will occur because of your experience at a JSA Summer School.

School and Youth Organizations

Frequently, schools have funds waiting to be tapped, including funds allocated for Gifted and Talented student activities, discretionary funds controlled by the student body or principal, PTA funds, and Junior State Chapter funds. Ask your school and teachers about funds you might use. Every year we have students who receive money from their school from funds that had to be used before the end of the school year. There may be money available, but you have to ask!

If you are a member of a Youth Advisory Council or Commission, seek city money. Don't forget to contact the Republican and Democratic Parties and city, county, state and federal elected officials for funds and ideas for fundraising. Even if these parties or officials don't have funds, they certainly know lots of people and organizations who may be willing to help you. You must impress them before they help you. Never take it for granted that people will help. Be self-confident and remember that you are on a journey — there will be many ups and downs along the way.

Service Clubs

Reach out to your local Chamber of Commerce for a list of civic and service organizations in your area. These organizations should include the Rotary Clubs, Lions, Kiwanis, Elks, Women's Auxiliaries, VFW, Association of University Women, Junior League and any ethnic clubs to which you might have ties. Lists of clubs, their presidents, addresses and phone numbers are typically available for anyone who asks at the Chamber of Commerce or the public library. The list may be digital, but you may have to copy the list yourself. If you have trouble getting what you want from the Chamber, call JSA for advice.

Also reach out to your school principal and administrators. They can suggest the names of community groups in your area who have a history of helping students. If your principal or a teacher at your school belongs to such a club, seek their active support of your funding request. You probably have friends whose parents belong to local service clubs. Seek their help with your club solicitations. The more help you get, the greater your chances of success.

When approaching service clubs, organizations, or businesses, we recommend you set up a meeting with them where you can give a presentation about JSA Summer School, talk about yourself, and promote your fundraising drive. Personal presentations can make a strong impression and be more persuadable. They also expand your reach and impact by getting you in front of individuals as well as organizations.

When talking with these groups and organizations, consider discussing how the experiences at JSA summer School will help you get into a better college, get a better job, and not only be able to advocate for that organization either on campus or when you come back to your community, but that you will also be able to donate back out of gratitude or even partner with them in the future.

Local Businesses

Draw up a list of small businesses near you. These can be individuals and organizations who you don't know, and who may or may not have a history of sponsoring students, but that you have some connection to because of where you live. Large corporations rarely make donations to individuals, but we highly recommend you write to your local car dealership or the fast food chain restaurant down the street from your school.

Similar to community organizations, when talking with small businesses, it's good to emphasize how attending JSA Summer School will help you get into a better college and enter a better career, allowing you to spend money in your community - particularly their business!

*"Take a chance. If you ask, most people are willing to help.
Work hard and don't give up!"*

—Christopher B., JSA Summer School Alumnus

Asking for Money

Many students are nervous about asking for money because they think it's rude or have never fundraised before. These reservations must be conquered if you are going to find sponsors. Think of fundraising as your first hands-on introduction to American politics. All political campaigns, from petition drives to the presidency, start with raising money. Understand how to raise money, and you'll be familiar with one of the most important factors in politics. So don't feel embarrassed! You are doing the same thing that every other political leader out there is doing—raising money for a cause you believe in. You should view your fundraising campaign as one of the many educational components of the Summer School experience. Also, you will be building up a network of contacts in your community!

The Approach: Letters, Calls, & Meetings

No matter what the source, there is one common denominator of all giving: people give money to people. You must reach the people who give or are responsible for giving personally.

Be creative and don't be shy! One Summer School student walked into the office of a potential contributor, gave a well-prepared outline of the program and her interests in attending, and the businessman wrote out a check for the entire amount. Another student spent a day at a local shopping mall, visiting places like McDonald's, sporting goods stores, pharmacies, etc., and left with more than half of the tuition. **It can be done, and you can do it!**

Your Fundraising Packet

The most successful way to request a sponsorship is to write a personal letter to a prospective donor. Create a package that includes a Summer School brochure, your one-page resume, a donor response card, and a stamped return envelope. This is your fundraising packet.

When writing a letter requesting a sponsorship, be neat; this letter is a reflection of you. Type the letter. Always include your name, email and phone number so that the person can contact you if he or she has any questions. Adults tend to call during business hours of 9:00 a.m. to 5:00 p.m. Indicate in your letter what time you can be reached; for example, after 3:00 p.m. Send a resume with your letter (see sample) and remember to keep both the letter and the resume to one page each. A good example of a letter you can write to your potential sponsors is included in this manual.

Direct the most attention to where the potential seems the greatest and always use a personal touch. For example, after you have typed your letters, write a personal note, in pen, at the bottom of the letter — "I hope I can count on your support."

If you need copies of the Summer School Brochure, request them by emailing JSA (summer@jsa.org). Give one to everyone from whom you request a donation. It is far easier to establish credibility with potential sponsors if you provide them with a professionally printed brochure. Mail the letter with your resume and a Summer School brochure.

Remember: always get a name and a title of a contact person at any organization. Never write, "To Whom It May Concern." This is what we mean when we say to use a "personal touch." Address your letters to a specific person and ask for that person when you make your follow-up phone call. Personalized letters are ten times more likely to get responses.

Meetings

Meeting with potential sponsors is the best way to fundraise. Meeting with donors gives you an opportunity to show them how spectacular you are, answer any questions that they may have, and inquire about other fundraising prospects or strategies. Additionally, it gives them a chance to get a sense of who you are and what you are trying to accomplish.

A good fundraising campaign—just like an effective sales pitch—involves a committed speaker making a believable presentation in an agreeable manner. Try to set up as many face-to-face meetings as possible. If you can get them to commit their time to listen to you, you have a greater chance of getting them to give you a contribution.

Phone Calls

After you have sent a letter or email, wait 5-7 days and then call your potential sponsors to inquire about the status of your request. Be polite but persistent. Busy people are sometimes slow to respond to a student request. They may be besieged by requests and will wait to see if you will follow-up on your letter or give up. Don't assume that you are being turned down just because you haven't received an answer. FOLLOW-UP ON EVERY REQUEST WITH A PHONE CALL.

Below is a sample of a telephone conversation you might have with a potential donor. It is a suggestion; do not try to follow the exact wording, because it will sound too artificial.

SITUATION: You are making a follow-up call to Mr. Nicholas Romanov, President of the Huntsville Rotary Club. Because the Rotary Club does not have an office, you are calling Mr. Romanov at work.

A receptionist answers "Good morning, Consumer Hardware."

You: "Good morning, Mr. Romanov, please."

Mr. Romanov answers.

You: "Good morning. I'm Katherine St. Claire from Huntsville High School."

Be as brief as possible, but as complete as you can.

You: "I am calling to follow-up on a letter I sent you recently. I have been accepted to participate in a Junior State of America Summer School designed to help students understand the workings of government. The cost of the program, including room and board for three weeks, is \$5,650, and that is more than my family can afford. The only way I can participate is if citizens like you, who are concerned about the young people in Huntsville, provide some help. Would it be possible for me to come to your office at your convenience to discuss the possibility of you or your club contributing?"

If he says yes, set up an appointment to explain the program in more detail. If he says no, thank him for listening and ask him if he could refer you to others who might be interested in helping. A "no" is not a rejection of you or the program. There are probably good reasons why Mr. Romanov cannot contribute. Don't give up!

A Few Things to Keep in Mind

- Don't try to say everything in one breath
- Listen and respond to comments and questions
- Take pride in yourself and the program
- Emphasize the local value of sending you to a Junior State of America Summer School. Tell each potential sponsor that you will use your new knowledge and skills to increase your effectiveness as a school and community leader. In other words, you will give something back to the community. Therefore, it is an investment in the community.

Other Types of Fundraising

In addition to a letter-writing campaign, it is a good idea to try other forms of fundraising.

Selling Services

You can make money by selling things you make or providing services. Providing services can also pay off with positive publicity about your energy and creativity. Since fewer resources and more enthusiasm are required, service fundraisers are naturals for young adults. Service fundraisers might include charging by the hour or by the job to:

- Walk or wash dogs
- Baby-sit
- Build Webpages
- Run errands
- Wash, park or fix cars and bikes
- Wash windows, do yardwork, shovel snow

Look around your neighborhood and think about what kind of services might be in demand. Be creative and ask for people's advice and help when promoting a service fundraiser.

Garage or Yard Sales

Don't underestimate the traditional fundraising techniques like garage or yard sales. For a successful garage sale, get as many people as you can to donate items. Put an announcement of the sale in a local paper or a supermarket, post signs around town, and advertise the sale on sites like Craigslist or a neighborhood forum. Also, create a public Facebook page with details about the event. Invite friends and family to the event, and encourage them to invite their Facebook friends. Have a bake sale at the same time. If people don't buy anything at the garage sale, they almost certainly will buy a piece of cake, a cookie or a cup of coffee.

Bake Sales

Many students have held successful bake sales at their school or church. Try to get a bakery, neighbors, family and friends to donate baked goods and sell them at lunch, at school or after church services. Contact local grocery stores to see if they'll allow you to set up a table near their entrance. Make sure to post reminders about the event on social media.

Consignment Sales

Selling goods on consignment is a very popular and profitable fundraiser at schools. There are some companies that supply everything from chocolate bars to jewelry that you can sell for a percentage of the profit. Check with your school activities office to see if they have any information on a fundraising company that they have worked with before, or check online, using search terms like "fundraisers" or "consignment companies." If for example, you sell chocolate bars, you and your siblings could take them to school, your family and friends could sell them at work and can even sell them door-to-door or in front of a supermarket or church.

Work-Scholarship from a Business

Another idea to raise scholarship money is to approach a local business to see if they would be willing to give you a scholarship for Summer School in exchange for your working for a designated amount of time. This idea could also work with neighbors who would be willing to sponsor you in exchange for some yard work or babysitting, or with an older relative who might need your help cleaning out a garage or running errands.

Credit Card Donations

The Junior State of America Foundation accepts tuition payments charged to Visa, Master Card, American Express and Discover. If a potential sponsor would like to help you out but cannot make a cash donation, make sure they are aware that they can make a donation on a credit card. Additionally, if your deadline is closing in and you find that you still have to raise a few hundred dollars, see if a relative can make a donation by credit card.

Turning a “No” into a “Yes!”

Expect to get some people who will say that they are not in the position to make a donation. But don't let that stop you. A good tip, donated items, or time can be just as valuable. Ask those who turn you down if they know someone who might give money. Or if they own a restaurant or business, ask if they could donate something you could sell.

Publicity, Publicity, Publicity!

Use social media to your advantage. It's free, easy to use, and can reach large audiences. Craft a cover photo for your Facebook page with information about your fundraising efforts. Encourage your friends and family to also adopt the image as their cover photo. Share the link to your fundraising page on social media sites like Facebook and Twitter. Once you post a link, it's easy for your Facebook friends and Instagram followers to share the post with their friends and followers. Contact community organizations, such as your school's Parent Teacher Administration, churches, and local papers to see if they'd be willing to share your fundraising page on their social media profiles.

Donations

While the Junior State of America Foundation is a 501(c)3 charitable, educational foundation, donations to individuals are never tax deductible. Because of this, donors who give directly to support your summer school tuition will not be able to deduct their donations. If you need clarification about the donation process, please don't hesitate to call the JSA office.

Thank You Letters

When you receive a scholarship contribution, immediately write a thank you letter. At the conclusion of the summer, report back to all of your donors, sharing pictures and telling them about your experience. One of the biggest mistakes a fundraiser makes is the failure to say “thank you.” We have dozens of students complain that a potential contributor has rejected their request because someone else forgot to thank them from the previous year. Don't let this happen—stay on good terms with your donors—you might find a donor who will make a second donation if you need one near the end of your campaign...or the following year.

What if I Fundraise More than Full Tuition?

The Junior State of America Foundation can refund overpayments of any money paid by you or your parents or guardian. We cannot refund money that has been community raised. One way to get around this problem is to keep track of your community-raised donations. Once you have reached your full tuition, ask donors to give you money directly for travel expenses.

While it may seem like an impossible task, fundraising Summer School tuition is possible if you remain persistent and maintain a positive attitude!

Sample Press Release

For Immediate Release

Your Name Home
Address City,
State Zip Home
Telephone

Teen selected for JSA Summer School
Needs community support

A local teen has been selected to attend a special summer school for future leaders and needs to raise \$5,650 so *(she/he)* can get there.

Your Name, a *your age* year old *your year in school* at your *High School Name*, found out last week that *(she/he)* has been selected to attend the JSA Summer School at *summer school campus*, in *City*. But *(she/he)* has very little time to raise the money to pay *(her/his)* room, board, travel, and other expenses. While *(her/his)* family is paying half, *your name* must raise the balance.

So, this local high school leader is hitting the local service club circuit, and seeking any other financial support *(she/he)* can get.

Anyone wishing to make an individual sponsorship to help *your name* can send a check to: Admissions Director, The Junior State of America Summer School, 2001 S Street, Suite 510, Washington, DC 20009. Checks are to be made payable to the Junior State of America Foundation and include a note that *your name* is the intended beneficiary.

The 2019 Junior State of America Summer School will be held from *Summer School dates*. While there, students take college-level courses in American Government, International Relations, Macroeconomics and Speech.

They also participate in nightly student debates of controversial public policy issues in a Debate Workshop. Highlighting the month-long session will be frequent meetings with a high-level group of leaders from government, business and the media. This nonpartisan speakers program gives future leaders a chance to share ideas with today's political powerbrokers.

Your name hopes to study law and politics in college. *(She/He)* is particularly excited about *(she/he)* experiencing a sneak preview of college life at the Summer School.

Your first name was accepted into this prestigious program because of *(her/his)* outstanding academic record and potential for leadership. *Your name* is not only a good student, *(she/he)* is also active in extra-curricular and community activities, *list your extra-curricular and community activities here, including any volunteering you have done in the community*.

Sample Fundraising Letter

Katherine St. Claire
123 Hillcrest Road
Berkeley, CA 94701
(510) 555-1234

March 1, 2019

Mr. Jack Smith, President
Tampa Rotary Club
P.O. Box 9012
Tampa, FL 34702-9012

Dear Mr. Smith:

I have been selected to attend the Junior State of America Summer School at Stanford University in July. This enrichment program is open to 250 high school students from across the nation who are interested in politics and government. It is an honor to be selected for the Summer School, and I am excited to attend. I am writing to ask for your financial support to help me attend.

At the Summer School, I will be taking college-level courses with distinguished university professors. We will also have an opportunity to meet and question major political leaders.

The total amount I need to attend the Summer School is \$5,650. This includes the tuition and room and board. Due to special circumstances, my family cannot afford to pay the entire amount. I need to raise at least one-half of my tuition. That is why I am asking you for assistance.

A sponsorship of any amount will make a big difference. Your contribution will help me attend the program, where I will learn how to get involved in government and develop the skills to make a difference. If you are interested in helping, I would be more than happy to provide you with additional information. You can also learn more by visiting my fundraising webpage, which can be found at www.fundraise.jsa.org/KStClaire.

I will call you at the end of this week to discuss my request and to see if you are interested in helping me in my efforts. Thank you very much for your time and consideration.

Sincerely,
Katherine St. Claire

Sample Resume

Katherine St. Claire

123 Hillcrest Road Berkeley, CA 94701 • (510) 555-1234 • k.st.claire@gmail.com

Education:

Berkeley High School

Class of 2021

GPA: 3.42

- President's Academic Fitness Award
- History Department Award, with Honors
- Outstanding Foreign Language Student
- California Junior Scholarship Federation Honor Award

Extra-Curricular Activities:

Junior State of America (JSA)

- Chapter Vice President
- Member

May 2017 – May 2018
2016 – Present

California Scholarship Federation (CSF)

- Member

April 2016 – Present

French Club

- President
- Historian

May 2017 – May 2018
May 2016 – May 2017

Berkeley High School Track Team

- Member

2016 – Present

Work Experience:

- Hostess, The Spaghetti Factory

June 2017 – September 2017

Awards and Honors:

- Winner, Lions Club Speech Contest
- Most Improved, Berkeley High School Track

2016, 2017
June 2017

Community Service:

- Peer Counselor, Frost Middle School
- St. Matthew's Church Youth Group

September 2015 – June 2016
July 2016 – Present

Fundraising Page Tips

To take full advantage of your fundraising page, be sure to include all of these key features. Get started creating your own fundraising page by visiting [our Fundraising Page!](#)

Use a professional looking photograph.

Incorporate social media into your fundraising strategy by sharing your page.

The screenshot shows a fundraising page for Paige Hall. At the top left is a professional photograph of Paige Hall. To the right of the photo is the name 'Paige Hall' and a 'Share' button with social media icons for Facebook, Twitter, and Email. Below the name is a progress bar showing '\$0 Raised' out of '\$1,500' and a blue 'DONATE' button. Underneath the progress bar is a welcome message: 'Welcome to my fundraising page for JSA Summer School at Georgetown!'. Below the message are two tabs: 'STORY' and 'UPDATES 0'. The 'STORY' tab is active, showing a post that says 'Thanks for visiting my fundraising page!' followed by a paragraph of text: 'With your help, I will be able to take a college-level Constitutional Law course at Georgetown University in Washington DC. Visiting the nation's capital has always been my dream, and through this program, I will be able to visit historic and politically important sites and pursue my passion for politics. Please help me attend JSA Summer Programs by making a donation through my page. The process is fast, easy and secure. Thanks so much for your support, and please don't forget to send this page to any friends you think might be interested in donating!'. On the left side of the page, there is a 'Campaign' section for 'JSA Summer Programs 2018' with a progress bar showing '\$2,850 / \$125,000'. Red arrows point from the text tips to these specific elements: one to the photo, one to the social media share buttons, one to the title 'Paige Hall', one to the campaign progress bar, and one to the main text of the story post.

Create a title that clearly indicates what you are raising funds for.

Make sure that your profile is heartfelt and provides information about the program you're trying to attend. Update your fundraising page regularly to make it feel more personal.

Additional Notes

- Customize your own URL to include your name. Make it something that is easy to remember, such as [fundraise.jsa.org/FirstNameLastName](#)
- Check your page frequently to keep up with your sponsors.
- Be sure to thank those who donate through your fundraising page within two days of their donation.
- Post updates to your page as you proceed through your fundraising journey.