



**July 18-23, 2010
Lincoln, Nebraska**

**Team Texas:
150 athletes • 40 coaches**



USA NATIONAL GAMES • NEBRASKA



September 2009

Dear National Games Athlete or Coach:

Although National Games is still months away, it's time to begin to prepare for this incredible trip and experience of a lifetime!

To help you meet your **individual fund raising goal of \$600**, we have prepared a fund raising kit with ideas and instructions. We are excited to let you know that fund raising can also be done online via Firstgiving. This online option will enable anyone to set up his or her own fund raising page under National Games and email it to friends and family members who want to make online donations. It simplifies fundraising - especially if your contacts live out of town. And, studies have shown that online fund raising yields more generous donations - mainly due to the ease of giving.

Enclosed in this packet, you will find:

1. Fund raising deadlines, including information about the opportunity to earn additional incentives if you exceed the \$600 required contribution.
2. Fund raising ideas such as corporate sponsor solicitation, product sales and fund raising events.
3. Fund raising protocol.
4. Special Olympics Texas' Do Not Call list.
5. Instructions and an order form for selling National Games t-shirts and caps.

In addition, Special Olympics Texas staff will host meetings in your neighborhood in January to provide information on the Games and fundraising, as well as to measure for uniforms. Times and locations will follow, but please mark your calendar for the following local meetings:

Thursday, January 7 San Antonio
Monday, January 11 Houston
Thursday, January 14 Dallas
Thursday, January 21 Austin

In the meantime, if you have any questions about fund raising, please feel free to call me at 800.876.5646, ext. 2938 or email me at dmcangus@sotx.org. Good luck!

Warmest regards,

Debbie McAngus
Vice President of Resource Development

Encl.



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Staff will work with each athlete and/or coach to develop a fund raising plan designed to match individual needs and talents. Athletes should always check with staff before approaching a company to find out if Special Olympics Texas already has a relationship with that company.

Suggested areas for fund raising include:

1. **Corporate, Organization and/or Individual Donors**

Asking for a donation is often viewed as uncomfortable and just plain hard; but it should also be considered as one of the quickest and most effective uses of your time. Please be sure to run your list of prospects by us in advance.

You can also obtain a letter of certification stating that you are a National Games athlete (available from Suzanne Anderson at 800.876.5646, ext. 2934 or sanderson@sotx.org).

2. **Product Sales**

Whether you sell t-shirts or turkeys, wrapping paper or popcorn, your best success will come from talking to friends and family. Explore the possibility of getting your parent's employer to purchase turkeys or hams in bulk to give to customers for holiday gifts. Consider setting up a table in a local restaurant or other place of business to sell wrapping paper and/or National Games t-shirts.

3. **Fundraising Events**

Considered by many to be the most effective way to raise money, fund raising events are the most time intensive of any fund raising effort you will undertake. To be effective, you must have a low cost to raise a dollar; that means if you gross \$500 from your fund raising event, you want to keep your expenses to less than \$100 to make this worth your while. But, you also need to consider the amount of time you put into this event. Be sure to consider if it would be easier and more time-effective to approach companies and individuals for donations.

4. **Online Fund Raising**

The wave of the future, online fund raising, is currently the most effective way to raise money. By visiting www.firstgiving.com/sotx, you can set up your own fund raising page under "National Games" with your name on it. Then, you simply send your request for donations to family and friends to help you reach your goal. If you need help setting up your own fund raising page, contact Judy Mullinix at 800.876.5646, ext. 2926 or jmullinix@sotx.org, who will walk you through the process.

REMEMBER: Athletes and coaches may solicit funds for their expenses through Firstgiving, but family members' and friends' travel may NOT be funded this way.

5. **Raffles**

No raffles may be conducted by athletes or coaches to raise money for National Games. If you have any questions, please call a staff member.



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While raising \$600 may seem daunting at first, many athletes find that it is much easier than they thought - especially with online fund raising!

In order to reward you for a job well done, we have set up the following system of incentives to be awarded after the deadlines listed below.

	Funds Raised	Incentive Item	Deadline
1st	\$300 (required)	Long Sleeve T-Shirt	December 15, 2009
2nd	\$300 (required)	National Games Sling Pack	February 15, 2010

In addition, if you want to raise extra money to earn one additional incentive, check out the options below:

Funds Raised	Incentive Item	Deadline
\$1,000	National Games Zip Hoodie OR a Pro/College Sports Shirt	May 1, 2010
\$1,500	Portable DVD Player OR a Digital Camera	May 1, 2010
\$2,000	Nintendo DS OR an iPod Touch	May 1, 2010

*If you have any questions or need assistance, please call Judy Mullinix (800.876.5646, ext. 2926 or jmullinix@sotx.org). **Good luck!***



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Athlete Sponsor Solicitation:

- Money raised in the name of Special Olympics Texas by athletes for National Games will be used only for athletes competing in the 2010 National Games and their related expenses.
- Special Olympics Texas' Official Partners and presenting sponsors that may not be solicited for donations can be found in the Annual Report and on the enclosed list. By no means is this list all-inclusive; before you approach a major company, you must submit your request to Debbie McAngus, Vice President of Resource Development (800.876.5646, ext. 2938 or dmcangus@sotx.org).
- Before an athlete solicits a donation, he or she must obtain written approval from the local development director or Debbie McAngus (800.876.5646, ext. 2938 or dmcangus@sotx.org).
- Athletes may obtain a letter of certification from Special Olympics Texas, stating that the athlete named therein is a National Games competitor and is raising funds for travel to Lincoln, Nebraska (contact Suzanne Anderson at 800.876.5646, ext. 2934 or sanderson@sotx.org).
- **All National Games revenue must be made payable to Special Olympics Texas and deposited through the chapter office in Austin (Special Olympics Texas, ATTN: Judy Mullinix, 7715 Chevy Chase Dr., Suite 120, Austin, TX 78752). Please mark clearly which athlete the funds are for on the memo line, and that they are for National Games.**
- Only National Games athletes' expenses (not family members, etc.) will be paid for out of team accounts. This expenditure will be monitored closely by the SOTX Finance Department.

Family and Volunteer Sponsor Solicitation:

- Donations to cover family and/or volunteer expenses may not be solicited using the name, logo and/or 501c3 (non-profit) status of Special Olympics Texas.
- Team account funds may not be used to cover family and/or volunteer expenses associated with 2010 National Games travel.

If you have any questions about these policies or any other fund raising issues associated with National Games, please contact Debbie McAngus, Vice President of Resource Development (800.876.5646, ext.2938 or dmcangus@sotx.org).

For more information about National Games, visit our website at www.specialolympicstexas.org.



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Special Olympics Texas - Do Not Call List

Heroes

H-E-B Tournament of Champions
Law Enforcement Torch Run

President's Circle

ConocoPhillips
Lewis Food Town, Inc.

MVP Club

Coca-Cola Bottling Co. of Texas
Macy's
Texas Dept. of Criminal Justice
Walmart Foundation

Hall of Fame

The GEO Group
GMAC Financial Services
Procter & Gamble
Tesoro Petroleum
Texas Roadhouse
TLL Temple Foundation
Tribe Pictures
World Web Systems

Circle of Champions

Bassin Bunch
Benefit Resources
Cardinal Health
ClearChannel Outdoor
CVS/pharmacy
Durham School Services
Fort Worth Star-Telegram
Fox 7
Joe's Crab Shack
KBR - Houston
KCI
Kimble Foundation
Knights of Columbus
Matias De Llano Trust Fund
Metroplex Control Systems
Ginger Murchison Foundation
Newman's Own
T. Boone Pickens Foundation
Safeway
Vivian L. Smith Foundation
Sysco
Texas Automobile Dealers Assoc.

Torchbearer

Austin Community Foundation
Brandt
Colleyville Old Time Cookoff

Continental Airlines
George and Mary Josephine
Hamman Foundation
Investment Professionals
Lubbock Power & Light
Mattel, Inc.
Reagan National Advertising of
Austin
ResCare, Inc.
Southwest Dairy Farmers
St. Mary Land & Exploration
The George B. Storer Foundation
Tektronix
Uptown Run & Trolley Walk
USA Hosts
USAA Foundation
Valero Energy Foundation

Gold

300 Austin
Aaron Rents
Abell-Hanger Foundation
Aegon Direct Marketing Services
Amarillo Area Foundation
Apache Corporation
Atmos Energy Group
Borden Milk Products
Brumley Foundation
CITGO Petroleum Corp.
Communities Foundation of Texas
Community National Bank
Cooper Industries Foundation
Correct RX Pharmacy Services, Inc.
Discovery Benefits
Ellwood Foundation
Essilor of America
FedEx
Fluor Enterprises
Ford Motor Company
Hahl Proctor Charitable Trust
Mariner Energy
Albert and Ethel Herzstein
Charitable Foundation
Hess Corporation
Hilton Austin Airport
Hilton Houston Westchase
Houston Young Lawyers
Foundation
Lennox Employees Activity
Lennar Foundation
Municipal Energy Resources Corp.
Nustar Logistics

OnQuest
Pfeiffer Family Foundation
PFS Web
Scott Universal Foundation, Inc.
Shelton Family Foundation
Spark Energy
Speedway Children's Charities
Susquehanna
World Oil Tennis Tournament Corp.

Silver

Alliance Data Systems
Cameron
Café Pacifica
Dean Foods
Eddie Dean's
Halliburton
David Irwin, The Portrait
Photographer
Marlin Midstream, LLC
ReddyIce
Earl C. Sams Foundation, Inc.
Schlumberger Technology Corp.
South Plains Foundation
Sunrise Mall
Turnaround Management
Tyson
UniFirst Corp.
Weatherford International
Webb County
Weingarten Realty

Bronze

Affiliated Food Service
American Eurocopter LLC
Astin Trusts
Beal Foundation
Bell Helicopter Textron
Big Beaver Creek Ranch Land
& Mine
Blue Ribbon
Blue Bell Creameries
The Boeing Company
Burlington Northern Santa Fe
Railroad
Burns Printing
Champion Partners, LTD
Circle Bar Foundation
City of Laredo
Clayton Williams Energy, Inc.
Coastal Bend Community
Foundation

Commercial Metals Co.
Credit Union of Texas
De Janette
Dell Direct Giving Campaign
Dr. Pepper Bottling Co. of Texas
Eddy Packing Company
Emerson
Energy Services, Inc.
Fairfield Development
GEICO Philanthropic Foundation
GMC
Helen Greathouse Foundation
Ed Haggard Foundation
Haywood Revocable Trust
Houston Distributing
Houston Fruitland, Inc.
Industrial Batteries
International Order of Alhambra
El Cid Caravan 106
Junior League of College Station
Kelleher Foundation
Lockheed Martin Missiles &
Fire Control
KOSA Channel 7
Martin, Disiere, Jefferson, & Wise
Mattco Mfg, Inc.
Nexen Petroleum USA, Inc.
M-I Swaco
MYTV16
Pride International Management Co.
Reliant Energy Services
Sid Richardson Foundation
San Antonio Young Lawyers
Foundation
Southwest Medical Examination
Services, Inc.
Wayne Sparks
Spurs Foundation
Sterling Bank
Scott & Pamela Stevens Foundation
Texas Mutual Insurance Company
Texas Police Chiefs Association
TMPA Charities
Toyota of Fort Worth
University of Texas at Arlington
UPS Foundation
Viewpoint Bank
Charles N. White Construction Co.
MH & HG Wood Charitable Trust
Wood Group Pressure Control
XTO Energy Inc.



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Shirt and Cap Selling Instructions

Selling t-shirts and caps is a great way to earn money toward your trip to Lincoln, Nebraska. The t-shirts will have the 2010 National Games - Team Texas logo printed on the front. The caps will have the logo embroidered on the front.

For each t-shirt you sell, you will earn \$8, and for each cap you sell you will earn \$6. We are offering the t-shirts in two colors - dark chocolate brown or white; both are \$15. Caps are a white, nylon (quick dry) style that have been very popular; they are also \$15.

Here's how easy it is:

- Use the next page of this document as an order form to sell to friends, neighbors and family.
- **PAYMENT IS DUE WHEN THE ORDER IS PLACED!**
- **Make checks payable to Special Olympics Texas.** Put athlete name in memo line when possible.
- Turn in your orders and your payments by the 25th of each month to:
Special Olympics Texas
Attn: Judy Mullinix
7715 Chevy Chase Drive, Suite 120
Austin, Texas 78752
- We will compile all orders received by the 28th and place the order on the first of each month.
- Your orders will be mailed back to you (at the address you list on the top of your order form) by the 15th.
- You are responsible for delivering the orders to your customer within one week of receipt.
- If you have questions, please contact Judy Mullinix at 800.876.5646, ext. 2926 or jmullinix@sotx.org.



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Shirt and Cap Order Form

Athlete Name _____

Address _____ City & ZIP _____

Daytime Phone _____ Evening Phone _____ Email _____

All sales benefit Special Olympics Texas athletes going to the 2010 National Games in Lincoln, Nebraska.

Customer Information	T-Shirt Sizes						White Baseball Cap	Total Items
	S	M	L	XL	2XL	Other	Quick Dry Style One Size Fits All	
Name _____ Address _____ Phone _____	white							
	brown							
Name _____ Address _____ Phone _____	white							
	brown							
Name _____ Address _____ Phone _____	white							
	brown							
Name _____ Address _____ Phone _____	white							
	brown							
	# of shirts: _____ x \$15						# of caps: _____ x \$15	
TOTAL \$	= \$ _____						= \$ _____	

Orders will be placed on the first day of each month. Expect three weeks for delivery.

Make checks payable to Special Olympics Texas. All prices include sales tax.

Submit all orders and payments to SOTX, Attn: Judy Mullinix, 7715 Chevy Chase Dr., Ste. 120; Austin, TX 78752.

You may also contact Judy with questions at jmullinix@sotx.org or 800.876.5646, ext. 2926.



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Fund Raising Ideas

Innisbrook

Variety of Products – exceptionally high quality wrapping paper & gift bags • 50% of sales
Contact: www.innisbrook.com • 877.525.5608

Tupperware Sales

40% of sales go to organization
Contact: www.tupperware.com to find local sales rep

Just Write for Funds

Writing utensils and desk accessories • 40% of sales
All web based - Teams can send e-mails to solicit and have a designated Web site from which their supporters can purchase
Contact: Terence Kitchens • 512.689.8580 • t_kitchens13@hotmail.com

Pampered Chef Sales

10% of sales under \$600 or 15% if over \$600 in orders
Contact: www.pamperedchef.com to find local sales rep

Kathryn Beich

Dollar Products • Candy Bars • Gifts of Spring 2006 catalog • Magazine Sales
In the Garden and Around the House Catalog • Holiday Wishes Catalog
Contact: 800.251.1542 • www.kathrynbeich.com for local sales rep

Chick-fil-a (will do a fund raising night for a team)

Decided on a store-by-store basis
Contact: www.chick-fil-a.com for locations

McDonalds (has done pancake breakfasts - selling \$2 coupons; if used, team receives \$1; if not, team keeps \$2)

Decided on a store-by-store basis
Contact: www.mcdonalds.com