

IUDM SUMMER CANNING

During the summer, canning in whatever community you may be in is a great way to fundraise FTK and spread awareness about IUDM and Riley Hospital for Children! You will find all that you need to know about setting up your own canning location below. Feel free to email the Fundraising committee at fundraising@iudm.org if you have any questions or you contact Lexi Ball Director of Fundraising at (574) 309-5915. Also feel free to ask your committee's fundraising chair any questions you might have. Best of luck and enjoy your summer!

Before Calling:

- Make a list of places you'd like to can at
- Include the phone numbers/addresses
- Come up with dates and times you'd like to can at this location
- Check the Google form titled "Summer Canning" to make sure that none else has already. If they have, ask if you can come with!

If Manager is Available:

1. Re-introduce yourself, state that you are a member of Indiana University Dance Marathon and state what committee you are on.
2. Ask if they are families with IUDM

If yes, try to make a personal connection: They could be a previous dancer, know someone in IUDM or a Riley patient, etc.

If no, give background of IUDM:

- 2nd largest philanthropic event in the nation
 - 36-hour dance marathon benefiting Riley Hospital for Children in Indianapolis, Indiana
 - Raised \$4.15 million dollars at IUDM 2016
 - Large portion of donations come in via canning – this is a great transition point into explaining exactly what canning is and then asking if you can can at their location
 - Describe canning
3. Ask if their business would like to support IUDM's fundraising for Riley by

If Business says YES!:

- Fill out the Google Sheet called "Summer Canning" provided by your Fundraising chair so that others are aware that this time/date is taken

Before you leave for Summer Break:

- CHECK OUT A BUCKET! In the IUDM office location on the 5th floor of the Student's Activities Tower in the Union, open from 10am-5pm Monday – Friday. Take the elevator by the Starbucks.

On the Day of Canning:

- Make sure you bring a friend and your bucket! Think about making a poster with FTK, IUDM, RW, ALC, etc. It catches people's eyes and helps promote our cause! Keep the money you collect safe until Fall semester.

During the Call:

- "Hello, my name is _____ and I'm with Indiana University Dance Marathon."
- Ask to speak with the store manager or the business owner (**write down their names to keep record of**).

If Manager is unavailable:

- Ask for a time/day that would be best for you to call back
- Leave name/number/email so that manager can get in contact with you
- If they ask you for further information feel free to email the fundraising committee fundraising@iudm.org

**Good Luck and
HAVE FUN!!
FTK | RW | ALC**

**-Fundraising
Committee**