

THE FUNDRAISER

Kids Who Have Done It Tell You How!

INTERNATIONAL SPORTS TOURS

P.O. BOX 20261
Wichita, Kansas 67208
(316) 685-1638
(316) 263-1914

THE ART OF FUND-RAISING

The Golden Rule of fund-raising should be: "Everyone wants to help."

Once you have decided that you need to raise funds, it is time to get to work. Organization on your part is a must. Sure, the amount of money which you need to raise is a lot. Just draw a parallel between your athletic career and your fund-raising needs. If you want to do it, you can accomplish just about anything.

There are dozens, maybe hundreds, of potential contributors in your school, church, community at large and family who WANT to help, You hold the key, but it takes a lot of courage to use that key. It is as simple as five one-syllable words: "Will you help me, please?"

- 1) Ask several people to be your advisory panel – a parent, a coach, a minister, a youth-group director.
- 2) With your advisory panel, decide upon a method for fund-raising which would seem to be effective for your particular situation. That's where some ideas from this booklet might be beneficial.
- 3) Set up an account with a church group, your school's booster club, or school's letterman's club. Have contributors make checks out to those organizations so that the money donated will be tax deductible. The club or organization may then send a check to International Sports Tours. Sometimes a bank can also establish a trust account which would be tax deductible.
- 4) Organize your reasons for wanting to go on your trip and in effect put together a resume – a copy of the tour brochure, a brief explanation of how much the trip will benefit you athletically and educationally, a schedule of donations which people may make.
- 5) Set up a time schedule. That way you can tell potential contributors that you need a commitment from them by a certain date (not a specific date, but perhaps, a time frame – by the end of February, or by the first week of track practice).
- 6) Don't expect one huge donation from one individual or company to pay the entire amount. Contact as many individuals, businesses, organizations, clubs, companies, friends and relatives as is possible.

WHY A BOOKLET ABOUT FUND-RAISING?

International Sports Tours has been taking track and field athletes to Europe for four years; escorting hundreds of athletes to exciting countries like Denmark, Sweden, Norway, Finland and the Soviet Union. Through the years, we have discovered that few athletes have enough "pocket change" to afford such an exciting experience.

We want as many athletes as possible to share this "Experience of a Lifetime." So we have surveyed previous tour members who used various fund-raising techniques. We have compiled their responses in this book. To give validity to their comments, we have listed their name and home town with the fund-raising technique.

If you want to contact one of the athletes to get more details regarding their technique, please contact IST at P.O. Box 20261, Wichita, KS, 67208.

Good Luck!

When you meet with groups or businessmen, remember, their time is valuable. Be punctual. Show your organization during your presentation. After you have completed your presentation, make your exit. Most clubs or groups must make a follow-up presentation to a board.

Emphasize to them how badly you need them and their particular contribution.

Investors-in-waiting to bag a load of cash

Fund-raiser hangs on whims of cow

Knight-Ridder News Service

PALO ALTO, Calif. — A new kind of chip-making effort is causing a minor furor in the Silicon Valley community of Palo Alto: cow chips.

Some Palo Altans think that betting on where a cow will answer nature's call is a rather uncouth way of raising money, said Carol Stuhlmuller, co-chairwoman of the Cow Patty Party.

"There are some people who say Palo Alto is too sophisticated for this," she said.

Uncouth or not, the party is expected to raise \$50,000 for sports programs at Palo Alto and Gunn high schools.

Here's how it works: Organizers will divide Paly High's football field into 5,000 sections and sell rights to each piece for \$10 each.

On May 21, holders of the tiny pieces of real estate will watch closely as local Brahman champion Miss Cloverdale is let loose. The person with the square first blessed with a cow dropping will win the \$5,000 grand prize that

organizers hope will come from donations.

The fund-raising scheme has its roots in New Mexico, where it's called Bull Chip Bingo. Since Mary Seegert at Oroville's Las Plumas High School organized the first California event last year, 24 schools statewide have contacted Las Plumas for advice on how to organize the fund-raiser.

When one was held in Redding, Calif., the cow wandered the field for 7½ hours before signaling the winner. In other places, not all the squares were sold.

Event organizers have asked Miss Cloverdale's owner to time her feeding so the audience won't have to wait very long.

And if Miss Cloverdale is a bit inexact and her deposit covers more than one square, the owners of those squares will divide the winnings.

For the winner who wants a memento of the lucky moment, "a box will be provided," co-chairwoman Suzanne Voll said.

A LETTER AND A PANCAKE DINNER

I sent a letter explaining the details about the trip to the following clubs: VFW, ELKS, Royal Neighbors, Lions and Lioness. They all contributed, with the most being \$200.

The Student Council sponsored a pancake supper for me in which I netted \$425.00. A lot of the food was donated by several of the businesses in town.

I also got donations from our wrestling team, the women's auxiliary, and friends and neighbors.

I just had the people send their donations directly to my home address.

Terry Derby
Wadena, MN

RAFFLE, BAKE SALE

My family and I did several different things to raise funds for my Scandinavian trip. A raffle was the largest money making project. We decided to have a raffle because it involves a minimal amount of work and costs. We were able to make the tickets at my mother's place of employment at a cost of less than \$10.00 for 1500 tickets.

We chose to give Lottery Tickets as the prize. For a \$1.00 donation, you had three chances to win (50 tickets for first, 25 tickets for second, and 10 tickets for third). Many people purchase Lottery tickets and we felt that we could capitalize on this market since the \$1.00 donation for the raffle is the same cost as a Lottery ticket; and, you have three chances to win. The tickets were packaged in batches of 25 tickets. We then distributed 1 or 2 packages to relatives, friends, co-workers, etc. We had approximately 30 people selling tickets and many of them sold 3 or 4 packages of tickets.

We sold over 1200 tickets. Our total cost was \$85.00 for tickets and \$10.00 for supplies, so we stand to make a profit of approximately \$1,100.00. The drawing was held at my mother's place of employment because we wanted to do it in a "neutral" area with observers so there could be no complaints of misconduct.

SOME FRIENDS LEND A HAND

Dear Friends,

I am very pleased and excited to inform you about a young lady in our community, who because of her ability and dedication in track, has been contacted to enter in and be part of a Scandinavian Track Tour. She is 17-year-old Meridee Ewert, daughter of The Reverend and Mrs. Philip Ewert. Meridee is a McCook High School Junior who has participated in cross country and track since she was a freshman and the last two years she has qualified for State meets.

Last years, 90% of the tour members were able to go on this tour because of fund-raising so I'm contacting friends and businesses in McCook, as a community project, to support and raise enough money to send Meridee on this tour. This is not a church sponsored or affiliated project. I think as a community we should be proud of students like Meridee and encourage them to participate in activities like this.

Only top track and field athletes are contacted for this opportunity of cultural exchange and international friendships. Because of pre-registration and deposits required, the fund-raising project will have a deadline of February 15. You may contact Mr. Matt Mathews at 345-4766 or by mail at 307 E. 1st, or myself at 345-3687, or by mail at 511 E. 1st, Atp 2.

I hope as a community we can support Meridee and her endeavor, and show her how proud we are of her. This is a wonderful opportunity for her to meet other kids around the world and the experience of a lifetime.

We want to surprise Meridee, so we hope you'll help us keep this secret. Thank you for your consideration.

Sincerely,
Cindy Kelsch
Matt Mathews
McCook, NE

I also went to many businesses and asked for donations. Some businesses are supportive and gladly donate, while others, of course, are not and some may even be rude. I was able to obtain approximately \$200.00 through donations.

The employees at my mother's place of employment sponsored a bake sale among the staff. Employees donated their baked goods and then bought others. The proceeds from this were just under \$225.00.

If you are willing to hustle and do a little work (or a lot of work) there are many things you can do to raise funds. Time and volunteers to help can be the biggest problem. But it is worth it.

Richard Stice
Pueblo, CO

BREAKFAST IS SERVED

The youth director at my church and I sat down and planned out several breakfasts. We scheduled one every three to four weeks. We had them at church, sort of a sunrise breakfast so that the people could sop by before the early service. WE let the people pay what they wanted, a donation but with a minimum charge of \$3.00. Some gave even more. We tried to get many of the ingredients contributed free of charge by explaining to the store owners what we were doing. The people at church enjoyed it, plus they received something in return for their contribution.

Jessica Harlen
Richardson, TX

BUSINESS CONTACTS, NEWSPAPER, DANCE

I took copies of last year's IST tour agenda along with a description of the costs to each business place in Redwood Falls. I also made copies of the letter I received and a copy of the article that appeared in the newspaper. I personally spoke with each business person about the trip and about my future goals in running. This is how I received the bulk of my contributions. I am planning on having a shirt with all the business establishments' names printed on it to wear in Scandinavia. After I get back from the trip I am inviting all sponsors for an open house to show slides and talk about the trip.

The article and picture of me in the newspaper also helped raise money. People that know of my running and people in my church contributed because of them. Relatives also contributed after learning from the newspaper and my discussing the trip with them that I needed to raise money to go.

My cross country team sponsored a dance for me at the high school and all proceeds were presented to me as a farewell gift.

Shawn Brandt
Redwood Falls, MN

SLEDGE-A-CAR

One of the most-fun things I did to fund-raise my trip to Scandinavia was to get an old used car and took it to a lot near the school. Then I sold chances to sledge the car with a big sledge hammer at \$1.00 for four hits. We had the sledging several times. One weekend we hammered it during a pep rally and another on game day. We beat on it before the game and at half-time.

Then during the dance after the game, I announced the sledge-a-car over the microphone. An important thing to remember – use several hammers.

Andy Lamnbert
Smith Center, KS

JUST PLAIN HARD WORK!

I am writing a letter to my friends, relatives and businesses explaining my trip and asking if they would like to make any donations. I plan to write 20-30 letters. We will also do a car wash, too. It will be on a donations basis. We will also be selling baked goods. My friends on the cross country and track teams are all going to help. I was also interviewed by the press so people will read about my trip. I have already heard a lot of comments about the trip. The trip sounds like a *fun* time. I can't wait.

Tricia Hoezee
Jennison, MI

PIZZA EATING CONTEST

I wrote a letter telling what I wanted to do. I took it to the businesses in town and asked them if they could help me or had any suggestions. The local pizza place told me that they would donate the pizza if I wanted to have a pizza-eating contest. I asked a kid from every sport in school to represent their sport and eat pizza. They got donations from people to eat pizza and the person with the most donations received a prize. Prizes were donated by other local businesses who we had given letters to. We also gave 1st, 2nd and 3rd prizes for the most pizza eaten. We advertised in the paper, made signs for the halls at school and posted them around town. It made \$500.00. The same day we held a raffle for items that were donated. The tickets were sold for a dollar a piece at school, home, everywhere. The raffle and donations given totaled \$300.00. Some of the raffle prizes were: (1) 10 free tanning sessions; (2) a walkman; (3) a flower arrangement; those were just a few of the items.

Deanna Springer
Thurston, OH

BINGO, RAFFLE, GRADUATION CUPS

Our club works at bingo games. The net profit is divided up among rent payments, supplies and workers.

Each night I work, or my family works, I deposit the money in my savings account. I can use it for track events or things related to track, such as clothing, shoes, entry fees, etc. I have earned about \$700 this past year. I have been able to buy shoes when I needed them. I also used some of the bingo pay for this trip.

I also sold cups at school with a graduation year printed on the: '99, '89, '90. Each cup sold for \$3.00, and I received \$1.00 for each cup. I sold 150 cups.

I also got donations from all the sports stores in my area so that I could raffle them off. I had sweat shirts, tennis shoes, baseball mitts (2), and tennis balls. Tickets were 5 for a dollar. I got my friends to help sell the tickets. I gave a pizza party for my friends after the raffle. I cleared \$542.00.

Alicia Hines
Denver, CO

OF JARS, REALTORS, NEWSPAPERS AND CHURCH LADIES

First, I tried to think of a way to get good publicity, so I called the newspapers and I explained everything to them. They said they would be glad to help. So they wrote an article about me, my past victories and my future plans.

Second, I thought of businesses. So I made a few fact sheets and passed them around as I asked for contributions. Few places in your community are willing to help as much as realtors. I got a bit of money from realtors, more than I expected. I also went to restaurants. They are willing to help, also.

Third, I work in a café. So I asked my boss if I could put a jar for contributions by the cashier. I also set up posters telling brief facts. Would you believe I raise \$300.00 out of that jar? Because people don't want to put odd-ball change back in their

pocket anyway, they stashed it in the jar. Sometimes I received \$25-30 on Saturdays and Sundays each.

Next, I talked to my church. So the women's club held a bake sale for me. I raised at least \$180 (at a bake sale!).

One day, on a Saturday, I set up a card table in front of a grocery store and set up my scrap book, a jar and sold news papers for the newspaper that did articles on me. On that one Saturday, I raised \$70.00. I even met a lady from Scandinavia and she taught me some Swedish.

I received a lot of money from my fellow employees, neighbors and friends at school. Most of all, don't forget your relatives.

Deana Beran
Loxahatchee, FL

A LETTER ASKING FOR ASSISTANCE

(Note: Enclosed is a letter our daughter sent to local businesses and clubs. The radio station had it on their news reports for a day. The newspaper also ran a large article about her. An editorial was written asking people to at least donate a dollar and mentioned how proud our city must be of her. Mrs. Dane)

Dear Prospective Contributor:

As one of a select few high school athletes singled-out by International Sports Tours, I have been offered the opportunity to compete against athletes in Europe this June. Although this is a great honor, the expenses are currently beyond my reach.

Departure for Europe is for June 21, 1988, and the return trip July 7, 1988. During this stay I will compete in two track meets. The first will be held in Karlskrona, Sweden on June 25th and 26th. The second will be held in Oslo, Norway on July 1-3.

I have been a varsity letter winner in track at Three Rivers High School since my freshman year. Both my freshman and sophomore seasons resulted in my qualifying for the Michigan Class B State Track finals. I have been Wolverine All-Conference and a St. Joseph All-Star in both Seasons. Last year I was Regional Champion in the 400-meter dash.

Through the International Sports Tours I can fulfill a life-time dream of competing on the international scene.

Your contribution would bring me one step closer to making this dream a reality. Should you wish to contribute you may send your contributions to:

First National Bank

Shelly Dane, Acct. #603-205

Any assistance would be greatly appreciated.

Sincerely,
Shelly Dane
Three Rivers, MI

WRITING AND MARKETING A BOOK

I helped produce a guide-book of over 100 fun things to do in Metropolitan Denver. It was written to help people have a good time in the Denver area. But it could be written in any area or any state.

The book included articles written by people at our school. A picture of each student was placed next to one of his/her articles. The book contained historic sites and museums, animals and nature, businesses and organizations, public services and churches, restaurants, amusement and recreation places, sport centers and theatres.

Sixty students took part. We divided up into groups of 2 or 4. we visited each site and included the following information: name, phone, location, tours, cost.

The book sold for \$5.00, \$3.00 going to the school, \$2.00 to the student. I made over \$300.00. we sold to scout troops, schools, book stores. It was a good experience and I learned a lot about publishing a book and how to produce it on a computer.

Alicia Hines
Denver, CO

JOG-A-THON

I set a time limit of one hour and in that hour I ran as far as I could. Before doing this, I went to everyone and got pledges from them on a per-mile basis. I raised close to \$1,000! I received pledges anywhere from \$.50 to \$5.00 per mile.

I also went to various businesses and asked for donations. I prepared a letter explaining the trip and gave a brief background of my accomplishments in running and my future goals in running. I raised \$365.

Jeff Ausloos
Green Bay, WI

SOME FUND-RAISING IDEAS WHICH NEED LITTLE EXPLANATION

1. Garage sale, yard sale, neighborhood sale.
2. Craft sale, bake sale.
3. Spaghetti dinner at church or with school club.
4. Road run, fun run, run-a-thon, relay.
5. Seasonal specialties – Thanksgiving turkeys, Christmas wreaths, Valentine decorations. Easter arrangements.

BEEF RAFFLE

We decided to try to raffle off two quarter-sections of beef. First, we ordered 1,000 raffle tickets. They were sold for \$1.00 each or 6 for \$5.00. We sold all of those tickets and ordered more. Then we bought the two sections of beef, and they cost about \$400.00 total for both. After we subtracted the cost of printing the tickets, and other things, we made a profit of \$432.50. Then we sent a letter to 146 different businesses, organizations, etc., which raised a lot more of my trip money.

Amy Bishop
Sullivan, IL

TOMAH

(Editor's note: Tomah, Wisconsin, a community of 7,500 souls in central Wisconsin went completely to the 'nth' degree in 1988 – four athletes from that town joined the Scandinavia '88 tour. It is a storybook tale of family support, individual determination and community-wide willingness to make a dream come true. Here is how 4 young people raised \$10,000 to see the world.)

AN OVERVIEW

by Jane Finn, one of the moms

"The four families meet once a week to organize projects and to set up dates for the students to meet with organizations, etc. Meetings were held at a local restaurant or in one of the homes. We had officers. The Chamber of Commerce Secretary and our Treasurer had to sign all checks. Donations could be sent to the Chamber office. The Chamber of Commerce sent out ten letters to all Chamber members. We received two responses. Our group sent out 82 letters to non-members and received 11 responses. Overall, door-to-door selling was the best response. There were a couple of bad experiences with this also. Some people felt the students should earn their money and not ask for donations."

"Following are ideas from our students on how they raised money for their trip:"

- 1) We went to the Chamber of Commerce to get a list of organizations in town to which we could speak. We then sent letters to the Presidents, or called them, asking if we could speak to their group. When we spoke, we told: who we were; what we were chosen for and why; a few details of the trip; how much money was needed; and asked if they would consider helping us. We spoke to groups like Lions, Rotary, Jaycees, etc. The key to speaking was not to have anything really prepared. Speeches at meetings are boring so we just got up there and winged it and had a good time doing it. The crowds responded well to it.
- 2) We decided to have a raffle (check your state laws). Local Businesses were contacted for donations. We had approximately 75 items. We sold 1860 tickets at \$1.00 each or 6 for \$5.00. Prizes were displayed in windows of

a local business. There was a thermometer to indicate our goal and how much we had earned. Our drawing was held at the local Hardware store.

- 3) A local grocery store paid a flat fee to students to load groceries in cars for customers on Saturday. This same day, parents sold raffle tickets and candy bars.
- 4) Aluminum can drive – Advertised by radio and posters. The receiving station kept track of any cans donated and issued one check when cans were collected. Also, some people saved glass and turned it into the recycling center.
- 5) Set up and took down booths for an area Home Show. Also passed our flyers to advertise the Home Show. This was done for a flat fee. Raffle tickets and candy bars were sold at the Show.
- 6) Local car wash turned over all proceeds for the 2 afternoons. Students washed cars.
- 7) Had a bake sale. Donations were from families, friends and relatives.
- 8) Methodist Church had a pancake supper. All proceeds went toward the trip. Students did the serving.
- 9) Clothing store had a style show. Students modeled. Parents helped decorate. Tickets were sold in advance and at the door.
- 10) Local pallet company had a job of counting and packing plastic bags. This was a short-term project for a flat fee. Parents and students helped.
- 11) Popped and sold popcorn at a local antique show.
- 12) There were bratwurst fries. These were held outside a local grocery store (which advertised for us). Parents grilled the bratwurst and students sold them. Local pop company donated pop to sell. Very good profit maker!
- 13) Local drug store gave us 25¢ for every old prescription bottle turned in. They did the advertising.
- 14) Local pop company sold 12 packs. They gave us 10¢ per 12 pack sold and the grocery store matched it.

ADVERTISING IDEAS

- 1) Our local radio stations interviewed students and publicized fund raisers.
- 2) Local bank has sign on which they advertised as many of our fund raisers as possible. They also waived any expense for travelers checks for students.

- 3) Local newspaper gave excellent coverage – write-ups on coming events and pictures of students receiving checks from organizations.
- 4) Local sports channel on cable TV carried all of our advertisements of fund raisers at no charge.

EXTRAS

Local photographer donated pictures for passports.

Local businessmen donated business cards with picture, name and address of students on them. These can be exchanged between friends.

All fund raisers were done outside of school properties. Wisconsin HS rules forbid any promoting or selling for such a trip on school premises.

GOOD ADVICE ON MAKING FUND-RAISING FUN

People in places you wouldn't expect are willing to give, just remember that! I even got extra money from people who said to use it as spending money and to keep up the good work!

You may ask., "Is it a lot of work?"

Yes, it is a lot of running around, doing errands and a lot of explaining. But it is worth it in the end. I was so happy to have raised \$1,300 within one and a half months' time. I also raised enough to pay for the USA uniforms. I can't believe it. Not only do I get to compete in my favorite sport on an international level, but I get to do it for free.

And remember to smile, be friendly and courteous. No one wants to donate to a grouch! I honestly believe that there are a lot of adults who are eager to help kids strive for success.

I hope lots of other kids get to go too,

Deana Beran
Loxahatchee, FL

February, 1988

Dear

Four Students from the Tomah Senior High School have qualified for the Wisconsin State Track and Field Championship held in Madison in June, 1987. Because of their participation in the state meet, these top track and field athletes: Julie Beck, Sue Finn, Greg Haansatd and Donna Mattheisen have been invited by the International Sports Tours of Wichita, Kansas, to be a part of the "1988 Scandinavian Tour."

These fine young athletes will participate in International Track and Field during a 17 day tour of Denmark, Norway and Sweden in June 1988. Needless to say, it is an opportunity of a lifetime; not only to compete on an international level, but also to experience a different culture.

These four talented athletes have been doing many projects, various jobs and public speaking to earn the \$8,000 necessary for travel, lodging, passport expenses, etc. We believe these young people are a tribute to the Tomah Community and will be excellent Ambassadors. So we are therefore asking for your financial assistance.

These students would be most happy to answer any and all questions you may have along with providing you and/or your organization/business with a brief presentation.

All donations will be publicly recognized. Please make your donation (that is tax deductible) payable to the Scandinavian Tour 1988. The Greater Tomah Area Chamber of Commerce has agreed to collect and bank the funds in a special account and keep all records for us. We ask that you would mail your donation to the Tomah Chamber, Attn: Scandinavian Tour, 101 Superior, Tomah, WI 54660-0625.

Sincerely,
Lorraine Mattheisen, President
Committee of Scandinavian Tour

JZ/rm

Our Thanks To You

Our Scandinavian trip is drawing near. We are flying from O'Hare Field on June 21. Before leaving, though, we want to extend a thank you to everyone who helped us reach our goal. This includes:

- businesses, organizations, families, and individuals who made monetary donations
- those who donated items and certificates for our drawing
- those who contributed to and bought items at the bake sale
- those who donated to and worked at our fundraising activities
- those who had their cars washed
- those who helped sail and also bought drawing tickets
- those who let us load groceries
- those who saved aluminum cans and glass and the recycling centers for supporting us
- letting us set up and take down the Home Show and for all the people who visited there
- the opportunity to package 80,000 plastic bags
- those who turned in old prescription medications and the participating store
- those who fed us pancakes and then let us serve others
- letting us participate in a style show
- those who made their stores or places of business available for advertising, displays, sales, meetings, and for the drawing
- those who bought pop, candy bars, brats, and popcorn
- those who provided sweatshirts, our passport pictures, and the pictures to be exchanged

A sincere thank you to the Tomah Chamber of Commerce for their guidance and support. Also our deep gratitude to Bill Schroeder, our dedicated PR man. We thank our loving parents for their extreme effort and time spent helping us.

*Greg Haanstad Sue Finn
Donna Mattheisen Julie Beck*

GLASNOST '88 SOVIET-FINNISH TRACK TOUR

During the 1987 Cross Country track season, TIM MATSON, a McKinleyville High School student qualified for the State Championship small school, division three meet held in Fresno, California. He place 40th out of 150 runners from all over the state. Tim's name was chosen from this roster and invited to participate in the SOVIET-FINNISH TRACK TOUR sponsored by International Sports Tours, Wichita, Kansas, from June 28 through July 29, 1988.

TIM has the desire and leadership qualities to represent McKinleyville High School and his community as a Youth Ambassador on the SOVIET-FINNISH TRACK TOUR. He will be meeting and competing against runners from around the world, which will be an experience of a lifetime. TIM is the perfect choice for this honor as he is one McKinleyville High School's TOP ATHLETES. He is an ideal model for the youth of our community and will represent us well. The experience he brings back to us will enrich the entire community of McKinleyville.

In order for Tim to participate in this exciting competition, he needs the support of the community.

Donations may be mailed to:
 McKinleyville Chamber of Commerce
 For Tim Matson
 P.O. Box 2144
 McKinleyville, CA 95521

This was in the local newspaper the week before they left on their trip.

Track team will compete in Europe

Four Tomah Senior High school track stars have been offered an opportunity of a lifetime. Julie Beck, Sue Finn, Greg Haanstad and Donna Mattheisen have been invited to participate in international competition during a 17 day tour of Denmark, Norway and Sweden in June of 1988. At the present time all are contemplating on accepting the chance to make the tour which is held under the auspices of International Sports Tours of Wichita, Kansas.

The quartet earned the invitation after qualifying for the state tournament in Madison last June. Beck competed in the weight events, Finn and Mattheisen in the sprints and Haanstad in the distance category. Last year a group of athletes from the USA captured the Herlev Invitational in Copenhagen, Denmark to stay a long string of wins by a team from Germany. While competing is a big thing for all the Americans each will have plenty of chances to take in the scenery and meet the people of the Scandinavian lands.

To make this opportunity a possibility several fund raising are being planned to help defray expenses and while no definite dues have been set a car wash, bike try, selling candy and possibly a carle. A meeting this week will solidify the dates of the events.



International athletes — Four Tomah Senior High track squad members will compete in an international competition next June in Scandinavia. Pictured from left are Donna Mattheisen, Greg Haanstad, Julie Beck and Sue Finn. (Tomah Newspapers Photo)



A LATE STARTER

Dear Sir!

Enclosed please find the letter I handed out to over one-hundred businesses in my city. First, I contacted the sports editor at our local newspaper. He was more than happy to do an article to kick off my fund-raiser. My coach contacted a local bank official to set up the fund.

I didn't decide to do this until May 12, letters were delivered by May 20-21. Within this week I had raised over \$3,000 to pay for my trip.

After a local restaurant got this letter they decided to raffle for me at their annual golf tournament. They raised \$731.00 – then matched by the owner of the restaurant. A total of \$1,462.00 in one night.

Not only was it a wonderful thing to receive all this money but what a great feeling to have so much support from my community, their letters and notes of encouragement were heart warming,

Sincerely Kyle L. Ciarametaro

Dear Sir/Madam;

International Sports Tours has invited me to compete and tour with them in June. I'm honored and would love to join them. The tour includes six countries in 18 days, a trip of a lifetime. Unfortunately I have only a few weeks to raise \$3,400 needed to participate. With the help of my parents, community and friends I hope to achieve this dream.

I am the youngest son of Joe and Priscilla (Laurie) Ciarametaro. I will be graduating this June from Gloucester High School and will attend the University of Massachusetts at Lowell in September. My father is no longer able to work due to injuries sustained in Vietnam, and my mother is a waitress at the Yankee Clipper Inn in Rockport. They have just financed college tuitions for my two older brothers (Peter-Stonehill and J.J.-Mass. Maritime). I hope to raise as much as possible to ease the burden of my own college tuition starting this fall. I understand that presently businesses are facing hard times, but any contribution would be greatly appreciated. I am proud of our beautiful city, and look forward to representing us throughout Europe.

Attached you will find articles explaining my accomplishments and awards during my years at Gloucester High. Any contributions can be sent to: Mr. Bob Gillis, Cape Ann. Savings Bank, 109 main Street, Gloucester, MA 01930.

Sincerely
Kyle Ciarametaro

IT'S TIME TO ROCK AND ROLL

Yes, I had a good fundraiser.

I had a benefit dance. I knew a DJ and he and his brother donated their time and music for my trip to Europe. One of the guys drew a flyer up. I made copies of it and my family and friends helped me distribute them. We put them everywhere: school, parked vehicles, grocery stores, bowling alley, park, fast food places, banks, and wherever else we were allowed to. We put them up where we knew there were a lot of teenagers.

The dance was held at the American Legion. I had to have security too. I asked my track coach and weight lifting coach and they donated their time. I also sold refreshments – soda pop. The dance lasted for three hours on a Saturday night.

Best wishes,
Wilma Brown
Holbrook, AZ

SLAVE FOR A DAY

Dear IST,

Regarding the request you made for fundraising information, I believe I can help. Some of our track team, mainly our girls, participated in a person auction. We had 15 people, and we auctioned the kids off at school. The kids were to spend one Saturday as a "slave" for the day. It was really neat because the kids were "bought" by their friends and for one day their friends mad them do whatever. I was really pleased the my track buddies were willing to help me out. From that one auction we mad \$230. A friend of mine was bought for \$30. We did have some rules. A "slave" didn't have to do things that were beyond reason like buying their "owner" a car. The majority of us spent that Saturday cleaning. I myself had to clean one of my good friend's (who bought me) house. I got the idea from an episode of the T.V. show Saved by the Bell. I also had a raffle. Three local sporting goods stores, and two video stores donated gift certificates, and my track buddies and I sold raffle tickets. We made \$330.86 doing this.

Kim Fisher
Ada, Oklahoma