



Greek InterVarsity
100 HOLE GOLF MARATHON

September 13, 2010
Pebble Brook Golf Course

8445 Keystone Crossing Blvd, Suite 180
Indianapolis, IN 46240
317.255.5530

indygolfmarathon.com
golfmarathon@greekiv.org



2010
Golf
Marathon



September 13
Pebble Brook

Golf Course
Noblesville, IN



100 HOLES OF GOLF IN ONE DAY



What an opportunity!!

Playing golf for an entire day and raising money to help students, all at the same time. It doesn't get much better. You may think 100 holes sounds like a lot. Well, it is a lot, but it is possible, and almost every player over the past thirteen years has been able to complete the goal. We will begin the day by teeing off at dawn and play until dusk. Since we play in twosomes or threesomes and every player has their own cart, we are able to play at a quick pace. It is not like playing golf with track shoes on, but it is "ready golf" and having fun.

You will be well fed to help give you the energy you need. We will have breakfast items when you arrive at the course in the morning, a great lunch is provided as well as a fantastic dinner once we finish. There will also be snacks and beverages for you to enjoy throughout the day. You will be surprised at how fast the day moves, and how many holes you will be able to play. Not only will you have played 100 holes in a single day, but you will also help Greek InterVarsity make a difference in the lives of college students. Where else could a few invested hours of fun on the golf course produce so much in the lives of Greek students?

WHAT AM I RAISING MONEY FOR?

Greek InterVarsity is a Strategic Ministry of InterVarsity Christian Fellowship working with fraternity and sorority students on campuses across the U.S. Since 1991, when Greek InterVarsity started, over 10,000 students from 130 schools in 35 states have been reached by the ministry! The proceeds raised from the Golf Marathon will make it possible for 1000 fraternity and sorority students to experience a life changing weekend this year at one of our Greek Conferences held in Indianapolis, IN and Charlotte, NC.

Player Commitment

Please read and sign this commitment statement, fill out the information and return it by **Friday, July 30, 2010:**

Greek InterVarsity
8445 Keystone Crossing, Suite 180
Indianapolis, IN 46240

or email to golfmarathon@greekiv.org

- YES!** I want to participate in the Golf Marathon. I believe I can raise the amount of \$_____ and commit to put forth the effort to raise those funds.
- YES!** I agree to sponsor myself at \$1.00 per hole and understand that I am to have my sponsorship campaign in full swing within my first week of signing up.

Player's Name _____

IV Staff Playing For _____

Address _____

City _____ State _____ Zip _____

Home Phone _____ Work Phone _____

Email _____ Shirt Size _____

Signature _____

Caddie Name _____

Signed _____ Date _____

Unable to participate in the Golf Marathon? You can still help!

- I'm unable to participate in the event, but would like to **help raise funds for Greek InterVarsity** by sending out brochures to my network.
- I'm unable to participate in the event, but would like to **support the ministry with a donation** of \$_____.

Thank you for your support of Greek InterVarsity. We hope to see you on the links!

OTHER IMPORTANT DETAILS

There are many keys to making this Golf Marathon a success. Experience shows us that beginning immediately and personally calling all potential sponsors are the most crucial elements of the entire Golf Marathon. Be sure to bring all pledge information and monies you collect with you to the Golf Marathon. IT IS IMPERATIVE that your pledge cards be filled out entirely and legibly. Your cards will be checked on the day of the Golf Marathon and you will be asked for any missing information. You must turn in your sponsorship information at the Golf Marathon to be eligible to play.



COUNT ME IN! WHERE DO I SIGN UP?

On the next page is a commitment card. You must fill it out and give it to your recruiter with your self sponsorship or mail it to

Greek InterVarsity,
8445 Keystone Crossing Blvd, Suite 180
Indianapolis, IN 46240

You can also e-mail any information to golfmarathon@greekiv.org. Once you are registered, you will receive more information, including brochures and an email to assist in your fundraising efforts.

WHAT ABOUT PRIZES?

Prizes will be given for many categories, such as:

Overall Low Score
Longest Drive
Closest to the Pin
Longest Putt
Best Fundraiser

DOES IT COST TO PLAY?

Your entry fee for the Golf Marathon is the money that you will raise. We are asking players to commit to trying their best to raise \$ **2,500** in sponsored dollars. The way you do that is by flat donations from people or businesses, as well as, people pledging an amount per hole of golf that you play. We also ask players to sponsor themselves at \$1.00 per hole as part of your goal. The self sponsorship is vital for several reasons. It helps to cement your commitment to the event, as well as, gives extra credibility in asking people to become donors. The players who raise the most have sponsored themselves and are therefore able to ask for pledges with added confidence.

WHO WILL I PLAY WITH?

We would encourage you to recruit some of your golfer buddies and make your own twosome or threesome, otherwise we will assign you to a group. You may know others participating in the Golf Marathon and we will certainly try to make it so that everyone plays with people that they know.



If you are able to recruit other players, it will not only make the day more fun for you, but will greatly increase the amount of money we are able to raise through this event.

WHAT ABOUT A CADDIE?

Having a caddie is very important. We encourage you to find someone right away that will come and have fun with you. This could be a spouse, a friend or anyone else you would like. Caddie responsibilities include driving the cart, writing in scores and helping you in any way that they can. We will feed them and help them have a great time.



CAN MY CADDIE FIND SPONSORS, TOO?

No question about it! We encourage you to find someone that you would enjoy spending the day with, but who will also get involved. Your caddie can help you raise your \$2,500 sponsorship.

HOW DO I FIND SPONSORSHIP?

Your goal is to raise a **minimum** of \$2,500 or \$25 per hole. The maximum is up to you. We've had players raise over \$54 per hole. Each committed golfer will receive Golf Marathon fundraising materials to help raise pledges, as well as, some help and encouragement to spur you along. Raising that amount of money takes some work, but it isn't as hard as you might think. Our last ten years have shown that four out of five people you ask will say "Yes." Here's how to do it:

1. Make a list of potential donors you want to contact.
2. Send a brochure and email, which we provide, to each of these people asking them to consider becoming a sponsor.
3. Call each person within a week to 10 days after initial contact. Ask if they received your brochure and if they would like to sponsor you. This call is **crucial!!** It will give you an opportunity for you to share what you are doing to help Greek students.
4. Ask for referrals. When you talk to people, ask them if they would introduce you to their friends who might also want to help.
5. Keep brainstorming! As you go about your day, think of people you can ask to sponsor you. The more people you ask, the more support you will raise.

WHAT KIND OF SPONSORSHIP AM I SEEKING?

Most people sponsor between 25¢ and \$1 per hole. However, some people have given pledges that are much larger. No gift is too big or too small. Many people would rather give a flat donation than pledging per hole. Either way is great, but pledges per hole are best.

WHAT DO I TELL PEOPLE?

When you talk to someone about pledging to you, it is very important to share why you are trying to raise pledges. Tell them about the Golf Marathon and about Greek InterVarsity's mission. It is critical that you actually get to the point of asking them to make a pledge. For many people, it is also a good idea to ask them to pledge a certain amount.

WHEN SHOULD MY SPONSORSHIP TEAM BE COMPLETED?

It will probably take you about four weeks to reach your sponsorship goal. If you set weekly goals for yourself, and spend a couple hours during that week working toward your goal, you will be successful. It is best to make a list of prospective people or businesses. Then, send out some brochures each week and follow them up with a phone call the next week. If you pace yourself and work ahead, not only will you be successful, you will also not burn yourself out. A key concept is "Ask Everyone, Everywhere." Carry some brochures with you for those opportunities.



WHAT HAVE I COMMITTED TO?

- ➔ Best efforts to raise a minimum of **\$25.00** per hole.
- ➔ Sponsoring yourself at \$1.00 per hole.

HOW CAN SPONSORS PAY?

Sponsors two options for payment:

- Pay online with a credit card at indygolfmarathon.com/donate
- Mail pledge form and payment to the Greek InterVarsity office

A receipt from InterVarsity Christian Fellowship will be sent to each sponsor for tax purposes.

You will receive email updates as to what donations have been collected for your participation. You may also track your progress at indygolfmarathon.com.