

## FCEF “Chip-In for Education” Golf Classic Free Golf Incentive Program

**Eligibility:** Everyone except employees of First Command Educational Foundation is eligible to participate.

**Benefit:** Help FCEF gain sponsors and golfers while you earn a day of free golf, including green and golf cart fees, meals and gratuities for yourself and/or others.

### Qualifications



- Qualifying contribution types include:
  - Paid sponsorships
  - Donated gifts-in-kind (e.g., bottled drinks, goody bag or auction items, etc.)
  - Monetary donations
  - Individual players or teams that you personally register
- Qualifying individuals may use, or delegate, awarded free golfer slots as they wish. Let us know if you would like to donate the slots so active or veteran service members can play.

Contribution Value	Number of Free Golfers
\$750.00	1
\$1,250.00	2
\$1,750.00	3
\$2,000.00	4
\$5,000.00	8

### Solicitation and Credit

- To help avoid more than one person approaching the same potential donor, please check with FCEF BEFORE you ask.
- Let FCEF know of any asks you have made so they can watch for the donation and credit you accordingly.

### Talking Points

- I want to visit with you about First Command Educational Foundation’s 17<sup>th</sup> annual charity golf tournament. It will be September 20<sup>th</sup> at Bear Creek Golf Club.
- FCEF is a 501(c)(3) public charity whose mission is to educate those who serve, and it does this by providing scholarships and financial education to the military community.
- 100% of proceeds benefit the Carroll H. Payne Scholarship program, which plays a key role in the success of students seeking college or trade school degrees.
- FCEF has awarded over \$5.3 million in scholarships worldwide since 1983.

### Tips for Obtaining Contributions

1. Start with people/businesses you frequent and/or have a relationship.
2. Explain the benefits of sponsorship – exposure, goodwill, networking, etc. All sponsors appear on the event banner, web site and social media, and all attending sponsors are invited to attend the awards luncheon immediately following end of play.
3. Sponsorships range from \$750 to \$10,000. Some levels include foursomes while others better fit those with limited travel budgets, so there is something for everyone.
4. Ask if they can make an in-kind donation of auction item(s) or 288 identical or similarly valued gifts for use in goody bags. Don’t turn anything down! We will use it.
5. If they cannot sponsor or donate in-kind, ask if they would like to play.
6. Regardless of answers, thank them!

### Thank You Notes

FCEF will acknowledge all gifts. However, if you would like to send a handwritten or typed thank you note, cards are available in the FCEF office located on the 2<sup>nd</sup> floor of Command I by the breakroom. Drop off your notes in our office, and we will pay postage.

**Questions?** Please contact Lisa Kennedy, Director of Development, at [Lykennedy@fcef.com](mailto:Lykennedy@fcef.com) or (817) 569-3401. Thank you for your help!

