Family Partnership Coordinator Training
Think about your network – you know more people than you think!

- Current & Former Colleagues
- Colleagues of your partner/spouse
- Professional Organizations
- Church
- Golf or Tennis League
- Social Clubs
- Alumni Associations
- Parent’s Groups
- Social Media
- Other Boards
Consider common interests

- Girl Leadership
- Financial Literacy and Entrepreneurship
- STEM
- Healthy Relationships
- College and Career Exploration
- Outdoor Experiences

Girl Scouts
Start off simple!

- Offer to volunteer at Fund Development events
- Share social media posts
- Forward our e-news
Then…

1. Email introductions
2. Invite them to volunteer at a event with you
3. Bring them to an Fund Development hosted event
   1. Behind the Badge Breakfast – with CEO

Be sure to

- connect the dots of why you are making the introduction (common interest)
- Briefly explain who each person is
- Invite them to be your guest
- Follow up after
INTRODUCTION

Family Partnership Quick Facts

• Family partnership $$ goes to GIRL PROGRAMMING
  o Innovative activities and programs
  o Camp programs and maintenance
  o Volunteer training and education
  o Financial assistance

• Diversify!
  o GSNETX has the family partnership program because we can’t rely solely on cookie/fall product revenue to keep growing

• Family Partnership year starts in June and ends May 31st!
Last Year’s Success

• We raised $146,000 total!
• 77% of these contributions were ≤$50
ROLES
So… how does this happen?

- Integration into SU Activities
- Council-wide campaigns
- Restaurant nights
- Donations with membership
- Matching Gifts
- Online donations
- Monthly donations
- United Way designations
**ROLES**

**My promise to you**

- **TOOLKITS**
  - Monthly updates
    - Detailed reports
    - Thank you lists
  - Materials & Training
  - Share best practices
  - Answer any questions!
Timeline

Start to finish - we have you covered!
Overall Campaign Dates

- **Start**
  - June 1, 2019

- **Webinar(s)**
  - August 30th @ 1:00 pm
  - August 30th @ 7:00 pm

- **Recorded Trainings**
  - Do at your own pace, post to Facebook Page

- **Fall Product**

- **Cookie Season**

- **End**
  - May 31, 2020

- **Activity Reports**
  - December
  - June
Toolkits

Materials to help your campaign to be a success without hours of work!
Overall toolkit:
www.gsnetx.org/fptoolkit

Online resources:
www.gsnetx.org/suvolunteers
What is in a campaign toolkit?

- Graphics
- Social media
- Emails
- Banners
- Tips & Tricks
- Social Media posts
- Email & Letter templates
- Business card templates
- Talking points
Council-Wide Fundraisers

End of Year Giving

Celebrate Girl Scouts birthday!
Donate $1912 to support your local Family Partnership.

Her Journey... begins with YOU!
Ways to Give

North Texas Giving Day
FUNdraising Pages

Service Unit Event Add-on

Monthly giving

Membership Registration

Mail a check or collect cash

Matching gifts

Restaurant Night

United Way

See page 11 of the toolkit for a list
WAYS TO GIVE
Registration

• During registration and renewal, parents and troop leaders are prompted to donate to Girl Scouts!

• This goes towards family partnership!
WAYS TO GIVE
Online Giving

• Giving online is a great and easy way to get family partnership donations

<table>
<thead>
<tr>
<th>Additional Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>I would like to remain anonymous.</td>
</tr>
<tr>
<td>Family Partnership</td>
</tr>
<tr>
<td>optional</td>
</tr>
</tbody>
</table>

• Direct parents and other volunteers to give online with emails, social media, and …
WAYS TO GIVE

North Texas Giving Day

• All of North Texas gets ready to Get Up and Give
  6 am- Midnight

• Patches are back!

• Pre-schedule a donation starting September 10\textsuperscript{th}!
  o www.gsnetx.org/ntgd

• FUNdraising pages!

  Live Facebook Event- September 6\textsuperscript{th} | Pages due by September 14\textsuperscript{th}
WAYS TO GIVE
Peer to Peer Pages

Create your own Service Unit family partnership page in 10 easy steps! gsnetx.org/p2pfundraiser

Check out the Peer 2 Peer- Step by Step Guide. Also available under gsnetx.org/suvolunteers.
Giving Groups

Want more information?  www.gsnetx.org/donate
Fundraising Do’s & Don’ts

- Bake Sale
- Live Auction
- Silent Auction
- Fundraising during cookie season
- Small local business
- GoFundMe
- Selling Pampered Chef products
- Peer 2 Peer Fundraising
- Garage Sale
## Rebates

- The goal is chosen by the Service Unit based upon pre-set levels (below). There will be a mid-year review in December by the Family Partnerships Coordinator and the Fund Development Coordinator to reassess goal level adjust accordingly.
- The level must be selected by May 15\textsuperscript{th} and may not be changed until the review period in December.

<table>
<thead>
<tr>
<th>Goal Range</th>
<th>Rebate Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>$500-$1,500</td>
<td>15%</td>
</tr>
<tr>
<td>$1,501-$4,000</td>
<td>15%</td>
</tr>
<tr>
<td>$4,001-$7,000</td>
<td>15%</td>
</tr>
<tr>
<td>$7,001-$10,000</td>
<td>15%</td>
</tr>
<tr>
<td>$10,001+</td>
<td>25%</td>
</tr>
</tbody>
</table>

**Easy way to remember:**
- Hit or exceed goal: 15% rebate
- Exceed $10,000: 25% rebate
- Unable to achieve goal: 5% rebate
Pass-Through

- [www.gsnetx.org/Forms](http://www.gsnetx.org/Forms) → “Pass Through”
Girls say that because of Girl Scouts, they have become a leader in more activities with their friends, classmates, as well as in their community!
Questions?
Ann Hoekman, Fund Development Coordinator | ahoekman@gsnetx.org | 972-349-2431
Erin Fischer, Vice President of Fund Development | efischer@gsnetx.org | 972-349-2426

Complete the training & get your certificate: https://www.surveymonkey.com/r/TR612FamilyPartnership