

## HOW TO GET DONOR CIRCLE MEMBERS FOR TOMPKINS ORCHESTRAS

DON'T BE AFRAID!

All around you, you have an opportunity to help your community support Tompkins Orchestras.

1. Sit down and make a list of places you go frequently. You will be amazed at the ideas you come up with!

*Restaurants  
Orthodontists  
Nail Salons  
Boba Shops*

*Dentists  
Dry Cleaners  
Hair Salons  
Sports Gyms or Clubs*

2. The next time you visit the establishment make sure you take a folder with the paperwork inside. You are given an introduction letter for the advertiser to read, paperwork for them to fill out, and instructions of how to contact Tompkins Orchestra Friends, [tompkinsorchestras@gmail.com](mailto:tompkinsorchestras@gmail.com)
3. Go to the business and introduce yourself to someone who is on staff at the shop or place of business and ask for the manager, the owner or whoever the "decision-maker" is for the establishment. When you are introduced shake his or her hand and introduce yourself and tell them you are here to give them an opportunity to advertise to hundreds of Katy residents who will attend our performances – and get a tax write-off doing it! **Tell them we are a 501c3 organization.** Smile and don't be shy.
4. Tell them you would like to leave them the packet to look over and decide what support level they would like to join. Instruct them to fill out the paperwork and include a check for the cost of the support level they decide upon. There are instruction within the paperwork for sending artwork or a business card can simply be attached to a hard copy of what they would like to see included in their ad.
5. Explain that you will be by to pick up the paperwork and payment by September 17<sup>th</sup>. You can certainly agree on an earlier date. We need to have the paperwork back in time to get the program organized. We will send them a thank you letter later on in the semester.

Good luck and have fun!