



Sale of Products or Services

Perhaps the most traditional fund-raising option is the sale of products or services. There are always the traditional candy bar and lollipop options, but you may find that pretty much anything can work. Here are some ideas:

Parents' Night Out

This one's just like it sounds. Schedule (and advertise!) an evening where students from your youth group will provide childcare at the church one Friday or Saturday evening per month. The cost for this service should be on a donation basis with all proceeds going to Speed the Light.

Squeegee Day

Ask a local drive-thru establishment to allow your students to raise money for missionaries by washing the windshields of patrons for a donation. As cars come through, squeegee away. (It's a good idea to wash all windshields as a service, even if no donation is made.)

We have one person at the beginning of the drive-thru asking the person if they would like their windshield washed for a donation to provide equipment for missionaries. If they say yes, our volunteer places a pamphlet about Speed the Light under their windshield wiper. Once they get to the front of the drive-thru and have a pamphlet under their wiper, our team of two washes their windshield and thanks them for their donation. We had all the squeegees donated as well as the windshield washer fluid. We generally mix it 50/50.

We generally do two locations from 8:00 a.m. till noon and generally make between \$800 and \$1,000 dollars. We would have made a lot more than that if we would have washed the entire car. We are in our third year doing this. There's very little setup (your pail and pamphlets), and it takes very few people to pull it off. We generally have five people at each station—one person to ask for the donations and two teams of two so we don't slow the drive-thru lane down if we get multiple cars in a row.

Time & Talents

Instead of just asking for offerings from your students or selling a specific product or service, consider giving money away! This relies on your students' individual ideas, talents, dedication, and their willingness to do something special for Speed the Light. Each individual raises funds in a manner that interests them. How does it work? A donor provides a small amount of "seed money" to each student willing to participate—\$5 to \$20. Challenge your students to use the money and their ingenuity to raise funds.

This could include buying ingredients and selling baked goods, purchasing materials for handmade crafts to sell, gasoline for a lawn mower to cut grass, printing flyers advertising a personal service, buying an inexpensive product and reselling it, etc. The possibilities are endless and encourage individual creativity.

The participants will conduct their individual fund-raiser at a time and place of their choosing. No major planning, space needs, or clean-up effort required. Just set a starting and ending date,



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provide the seed money, and then get out of the way! Depending on the type of projects chosen, think of the human interest and publicity you could generate for STL and our missionaries!

You can expect the participants to multiply their seed money several times, regardless of their project. This probably won't be a big moneymaker, but it can be great fun, not to mention the fact that it teaches a great Bible lesson! On the other hand, if 100 participants took \$10 each and just doubled their money (a very modest expectation), your group would net \$1000. Not bad for minimal planning, and it can definitely be a fun fund-raiser!

If your group is short on funds, consider asking each participant to provide their own seed money. Since the amount is small, most will agree.

Give & Take

Place a big foam board in the church entryway. Ask families to post services they are willing to GIVE or services they want to TAKE. Each service has a donation amount. GIVE examples: babysitting at \$5/hour, a home-cooked meal delivered to your home for \$20, tutoring at \$10/hour. TAKE examples: furniture moving at \$50, Saturday babysitting for a \$25 donation, "taxi service home" for two children at \$10/week, etc.

STL Stock

The concept is to have the church "invest" in the spiritual future of the youth group by contributing to their Speed the Light goals. First, present a Speed the Light video to the church on a Sunday morning. Then, explain that your group is asking for the adults to "invest" in the youth group's mission to help missionaries get the equipment and vehicles they need. Offer shares of stock for \$5 per share per month for the next six months. Have the ushers pass out stock option slips so people can sign up for their commitment. Include the name, address, phone number, and a place to write number of shares and dollar amount.

When you get the commitments, prepare stock certificates certifying how many shares the person bought. Make them just like the ones used for real corporations. Mail them out to each person with an introduction letter, payment statements, and mailing envelopes for three months. You can do a second mailing for the last three months to serve as a reminder.

Then, after the fund-raising event you are raising money for, hold a shareholders dinner. Cook, serve, and present to your shareholders the benefits of their investment. Using a missionary's Speed the Light testimony is a great way to show how their investment is paying off on the mission field.

Doggie Treats

We went to the local dollar stores and looked for cute containers we could fill with dog treats. We really got lucky at "only \$1" when we found ceramic containers with paw prints on them (absolutely darling and only \$1 each—unbelievable!). Then we went to a grocery store and bought some natural dog treats (the ones we get are heart-shaped and pretty unique) and put 10-15, depending on size, in plastic bags and put them inside the containers. We ended up with less than \$2 in each container and we sell them for \$10.



We have lots of teens and pre-teens who are willing to do fund-raisers for us, so we have them take about 25 of these products and set up in front of different stores or during different community events. If the teens are pretty good at talking to people, they usually end up selling most or all of them, so it's a very easy \$150-\$200 (net), plus it helps to get your name out to more people. We always give out brochures about our ministry while we are out there, so the ministry gets more publicity. If you can get the biscuits and/or containers donated, you would make even more.

Christmas Tree Challenge

Ask families or local organizations to donate a Christmas tree. Have students (in groups of 5-10) compete on who can decorate their tree the best. Make your own rules (e.g., food items only, ornaments must be homemade, Bible-themed trees, etc.). Trees can be sold or auctioned at the end of the competition.

