

RAISING A CONFERENCE/PROJECT SCHOLARSHIP

Motivation

“For I am confident of this very thing, that He who began a good work in you will perfect it until the day of Christ Jesus.” (Philippians 1:6)

“And my God shall supply all your needs according to His riches in glory in Christ Jesus.” (Philippians 4:19)

God will provide every need you have to attend a Campus Crusade for Christ conference if He’s leading you to go. You’re giving donors the privilege of investing in your life and the lives of those reached through you. As you raise scholarship funds, you’re not going around holding a tin cup. Don’t apologize for asking for financial assistance. Remember, you are a child of the King!

Sources for contacts

- I. PRAY.
- II. NAMESTORM: Develop a 3 x 5 card file, one card for each potential investor. List each name, address, phone number (both home and office) and other important data. Use this as a working file from which to make contacts. Add new names and keep track of investments in this file. Some possible sources are:
 1. Family and other relatives (local and out-of-state)
 2. Friends
 3. Businessmen (Christian and non-Christian)
 4. Church (talk to the pastor first!):
 - Sunday school classes
 - Men’s and women’s groups
 - Missionary committee
 - Youth group
 5. Campus Crusade for Christ staff
 6. Faculty
 7. Referrals given to you by these sources
- III. PRIORITIZE - Write those most likely to give first, etc.
- IV. WRITE AND CHALLENGE each person for specific amounts (see sample letter). In your letter, ask donors to make checks payable to “Campus Crusade for Christ”. Include a return envelope. Be sure to call them within 1-2 weeks for their decision.
- V. CHECK your mailbox! Thank God for answered prayer.
- VI. WRITE a brief, warm thank you note immediately after their investment is received. Don’t wait!
- VII. BRING all scholarship checks to the conference. At registration, we will process these donations so donors will receive a tax-deductible receipt and you will receive an account transfer form giving you credit for the amount you raised. Donors must make checks payable to:
Campus Crusade for Christ to receive a tax receipt.