



## **Aerial Fun Trampoline World – Fundraising**

### **Why Choose Us?**

We are open all year round and cater for all age groups. Trampolining is a healthy and fun activity that everyone enjoys, no matter their age. The event is simple to run, and easy to organise and hassle free

You receive a great return with up to 50% of the entry fee donated back to the school, sports group or other fundraising effort.

To allow us to support the community group with their fundraising efforts, bookings are limited to session times and dates which are traditionally less busy, such as Saturday and Sunday afternoons and weekdays.

### **Fundraising options**

*Ongoing* – Have a promotion for a set period of time, up to 3 months in length. A minimum of 100 entries are required and can be made at any time during the fundraising period.

*Sessions* - Have a one-off group fundraiser with a minimum of 70 guests for one hour or multiple hourly sessions for larger groups.

### **Our Contribution to you**

Receive up to 50% return on any full price one hour entry. To get the most benefit from your fundraising effort, the minimum group size is 70. Based on the minimum number of 70 guests, we will ensure the entire session is booked for the fundraiser only. All final payments are based on the actual number of guests attending on the day.

### **Interested?**

If this sounds like something you'd like to do, send us an enquiry via our website, [www.aerialfun.com.au](http://www.aerialfun.com.au), or email [sales@aerialfun.com.au](mailto:sales@aerialfun.com.au) with an indication of dates and times and approximate numbers. We suggest to allow at least 2 months before the Fundraiser commences to start advertising and give yourself the best chance of gaining maximum interest and subsequent ticket sales.

# Selling tickets

## 1. Pay in store

All payments are collected in store, and the return is based on the total of entries received in store. Payment is made by Aerial Fun Trampoline World to the fundraising group. This is the preferred method for ongoing promotions.

## 2. Pre-sell

The most effective method is for tickets to be presold by the fundraising group, so you can monitor the effectiveness of the campaign. This also allow you to make a final push towards the end to get those extra tickets sold. All funds raised are based on the actual number of guests attending on the day.

## Fundraising Summary

	<b><u>Option 1</u></b> <b>Hourly Session(s)</b>	<b><u>Option 2</u></b> <b>Ongoing Promotion</b>
<b>Minimum No.</b>	<i>70 Guests</i>	<i>100 Entries</i>
<b>Rates</b>	<i>\$10/hr/pp</i>	<i>\$15/hr/pp</i>
<b>Time Period</b>	<i>1 Hour Sessions</i>	<i>Upto 3 months</i>
<b>Profit</b>	<i>Upto 50% or \$5/pp</i>	<i>Upto 50% or \$7.50/pp</i>
<b>Deposit</b>	<i>\$100</i>	<i>\$100</i>
<b>Tickets</b>	<i>Pre-Sell</i>	<i>Pay-In-store</i>

To explain how various group sizes will benefit the fundraiser, some examples are shown below.

**Example 1** – A group is booked for 70. All 70 guests arrive. The total cost is \$700 (70 x \$10) and the fundraising group receives \$350 (70 x \$5).

**Example 2** – A group is booked for 70. Only 55 guests arrive. The total cost is \$700 (70 x \$10) and the fundraising group receives \$125 (55 x \$5 – 15 x \$10)

**Example 3** – A group is booked for 2 sessions for 70 guests each session. The first session has 72 guests and the second session 60. The total cost is \$1420 (142 x \$10) and the fundraising group receives \$360 from the first session (72 x \$5) and \$200 from the second session (60 x \$5 – 10 x \$10), for a total raised of \$560.

**Example 4** – An ongoing promotion is held for 3 months. The customers pay in store and hand in their ticket from the fundraising group. During this period a total of 112 guests attend. The total cost is \$1680 (112 x \$15) and the fundraising group receives \$840 (112 x \$7.50)

# Terms & Conditions

- All bookings are subject to availability and are confirmed and subject to these terms and conditions when a \$100 deposit has been paid. This deposit will be subtracted from the total cost payable.
- In order to close sessions to the general public, the booking must be for a minimum group size of 70 and paid for, with the appropriate donation made to the fundraising group based on the final number of guests attending.
- The fundraising group is responsible for all printing & advertising activities. We can assist however by providing graphics and/or logos for any printed material.
- For customers to qualify for the ongoing fundraising promotion, they will need to present a ticket or endorsement of the fundraising activity to qualify for a contribution.
- All current offers, promotions, discounts and free entries cannot be used or redeemed during Fundraising Activities.
- A waiver will need to be completed for the booking. This can either be one waiver with a list of guest names' attached, or a waiver completed by every individual parent/guardian for large groups. In the case of an ongoing promotion, waivers on entry are not required, as our terms and conditions of entry are accepted as part of the in-store payment process.
- For ongoing promotions, all fundraising returns are paid by Aerial Fun Trampoline World at the end of the fundraising period if the Pay-in Store option is chosen. If tickets are presold then payment to Aerial Fun Trampoline World will be every second week. The minimum number of entries is 100.
- If two or more consecutive hourly sessions are booked, the cost for each session is calculated separately and can't be averaged over two or more sessions.
- All guests will need to wear socks. Any socks are appropriate, but we do sell socks in-store for \$5ea.



# 9 ways to make your fundraiser a success

## 1 Plan

Give yourself time to organise your fundraiser and plenty of advance notice to your participants. If possible, plan your fundraising calendar for the year. A few well-run fundraisers per year will be more profitable and successful than many unorganised ones.

## 2 Set targets

People are much more likely to get behind your fundraiser if they know how much you need to raise and what the money will be used for, eg: "We need to raise \$1,000 to buy new sports gear".

## 3 Communicate

It's essential that your participants know your fundraiser is coming up and what they need to do. Tell people at least 2-3 weeks before the start of your fundraiser and include clear instructions and deadlines.

## 4 Let people opt out

Give people the option to make a donation instead of fundraising. Make the donation value higher than the fundraising amount to incentivise getting involved.

## 5 Go team!

Get people involved. Delegate specific tasks, eg: money collection, helping with distribution. Work with teachers, staff or committee members to keep people enthused and involved in the drive.

## 6 Promote

Improve the success of your fundraiser by promoting it to your wider community. Approach local businesses to display flyers and sell items. Contact your local media with details on your group and why it is fundraising. See our website for advice and templates for contacting media.

## 9 Wrap up well

Don't forget to let your community know the results of your drive. Tell them how much you raised and how the money will be used. Let them know that every contribution is important and helps strengthen your community and what it can achieve. If you leave your group feeling positive they are more likely to stay involved.

## 7 Celebrate success

Make the fundraiser fun by setting weekly targets, eg: create a money "thermometer" that shows how much money has been received each week. Use assemblies, newsletters, group emails, social media and your website to highlight the progress of the drive. You could also provide prizes and incentives for biggest seller, fastest seller, most creative seller, etc.

## 8 Say thank you

Acknowledging and thanking people is the best way to encourage them to be involved in the next thing you do. Thank people for their individual contributions publicly and personally. Eg: call, email or speak with people who did specific tasks or made the most effort and thank them by name in your newsletter, at assembly or your next meeting.





# AERIAL FUN - FUNDRAISING BOOKING FORM

Name of Group: \_\_\_\_\_ Contact Person: \_\_\_\_\_ Contact No: \_\_\_\_\_

Fundraiser Type       Ongoing       Hourly Session (s)      Date(s) of Fundraiser: \_\_\_\_\_      Session Time(s): \_\_\_\_\_

## Fundraising Calculation

							Payments (\$)	
	1. Booked #	2. Final #	3. Total Collected (#2 X \$10)	4. Total Cost (#1 X \$10) or (#2 X \$10 > 70)	5. Difference (#4 - #3)	6. Calculated Funds Raised (#3 x ½)	7. Fundraiser (#6 - #5)	8. Aerial Fun (#3 - #7)
Session 1			\$	\$	\$	\$	\$	\$
Session 2			\$	\$	\$	\$	\$	\$
Session 3			\$	\$	\$	\$	\$	\$
<b>Subtotals</b>								
<b>Add \$100 Deposit</b>								

*Office use only*

Deposit paid date: \_\_\_\_\_ Deposit Amount: \_\_\_\_\_ Completed by: \_\_\_\_\_ Order No: \_\_\_\_\_