

## FUNDRAISING on the LOCAL/STATE LEVEL

All that will be talked about will be just ideas. Fundraising is not an art but an adventure.

- 1- What to do
- 2- Where to do it
- 3- When to do it
- 4- Large or Small Projects
- 5- Getting members to help
- 6- Partnerships
- 7- PAP (Public Action Projects)
- 8- (a) Dress Code
  - (b) Attitude
  - (c) Speaking to the Public
- 9- Selling your Chapter/State Council