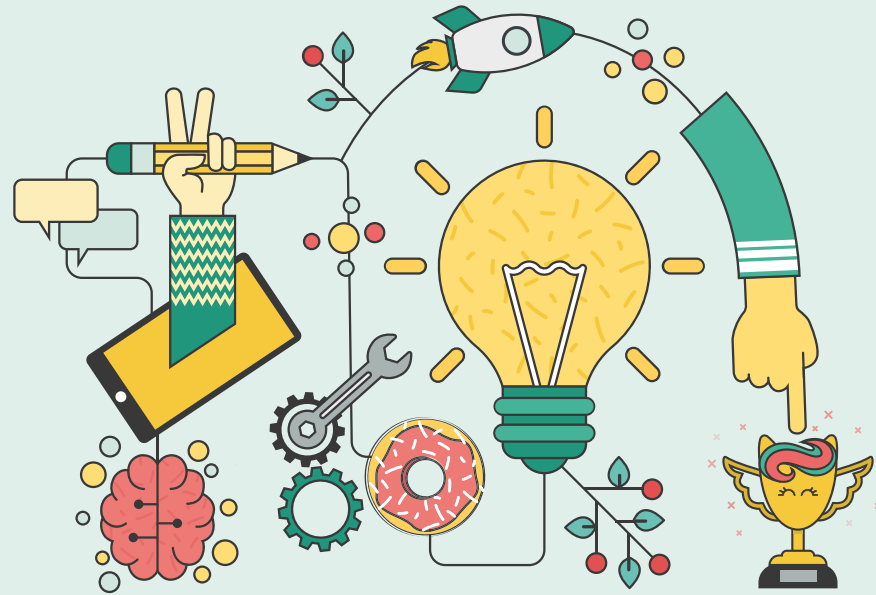


TOOL INSPIRED BY

Le parcours
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The Project **FACTORY**

STEP 5. REACH OUT TO PARTNERS AND THE COMMUNITY

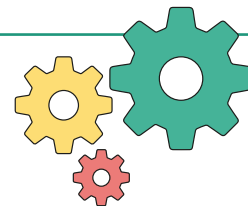
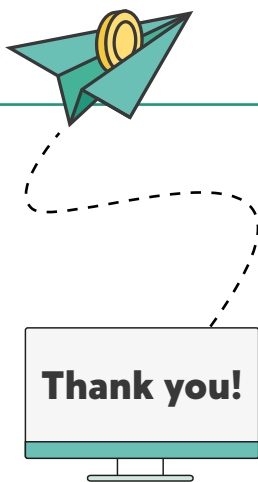
Maximize support for your project

What is the purpose of a partnership?

A partnership can provide valuable forms of support for your project.

FINANCIAL AID

Someone could help you make your project a reality by offering you a sponsorship. A sponsorship is a large donation offered in exchange for some form of visibility. The Project Factory can offer sponsors different opportunities for visibility. For example, you can display a thank-you tile for your sponsor on your fundraiser page or spotlight their contribution in a social media post. Customer service can help you with this.



PROFESSIONAL ASSISTANCE

Someone could offer you advice, answer your questions or even act as a mentor in their field of expertise.

MATERIAL SUPPORT

Someone could provide you with materials that will help you run your fundraiser, like supplies for your products or lunch for your volunteers.



VOLUNTEERING

Someone might offer you their time to help you with things like running your fundraiser or producing your perks.



PROMOTION

A partner involved in your project will also want to help you promote your fundraiser. For example, they might share it on their social media to give you even more visibility.



Make a list of the people or organizations that could be potential partners

Check off what type of help they could offer and specify their expertise, if necessary.

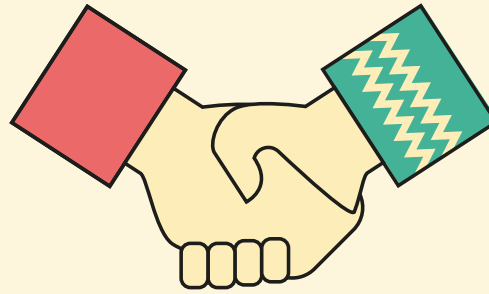
Name	Financial aid	Volunteering	Professional assistance	Material support	Promotion
EXAMPLE Corner grocery store				Flour to prepare our oatmeal pancakes	Sharing our fundraiser link on their social media

Rally supporters with a compelling sales pitch!

Prepare a short presentation to pitch your project, fundraiser and perks. Aim to give your audience a good idea of who you are and explain your project and motivation without going into too much detail.



	EXAMPLE	YOUR PRESENTATION
Introduce yourself (name, age, school)	Hello, my name is Catherine. I'm 14 years old and I'm a student at Cedar School.	
Present your project	My class and I are planning a 3-day outdoor adventure in the Appalachians. We'll go hiking and kayaking, learn survival skills and try out some rope courses. We're organizing a fundraiser so we can make this trip a reality.	
Showcase your perks	We plan to bake delicious homemade oatmeal cookies and offer different varieties like chocolate chip or strawberry.	
Explain what needs you'll be meeting	Oatmeal cookies are a popular snack at school. So, we wanted to offer students a healthy and delicious alternative. We'll also be taking orders from supporters outside of school.	
Explain what kind of visibility you could offer in exchange for their support	If you decide to support our project, we would be pleased to include your logo in our social media posts.	
End with a call to action	Help us make our project a reality by donating money, materials or your time, or spread the word about our project on social media.	



The key to a good pitch is practice.

Practise alone in front of a mirror, film yourself or ask your friends or family if you can practise in front of them. Take any tips they have to offer!

This will help you improve your presentation.

Presentation tips

- Make an appointment with the person in charge of the business or organization
- Introduce yourself
- Take your time
- Practise looking calm and confident
- Avoid big words and keep your message simple and direct
- Smile and be proud of yourself