

How to go to Big Break for Free!!

Big Break 2008 will be great. You'll get to:

- worship God
- learn how to share the Gospel
- share the Gospel
- learn forgiveness
- develop a campus wide strategy for ministry
- study the Bible
- make new friends
- find a spouse (mileage may vary)
- pray for the nations

It's hard to imagine a better way to grow during your spring break.

But how do you get there? I mean, obviously, you can take a plane, train, or automobile. But how do you afford it? If money is a problem, we want to allow you to go free to Big Break 2008.

To go free, there are just a couple things you need to do:

1. REGISTER online at www.big-break.com (The site won't allow you to pay anything less than the full amount, so don't worry...keep reading)
2. Send a \$90 'placeholder' check to the Real Life Boston office by **February 1st, 2008**. We will reimburse the \$90 you pay once you have raised the full amount.
3. Join the Facebook group for your Big Break week so that you can receive updates and important information
4. Fill out the supporter spreadsheet and email it to Rebecca (rebecca.gutwin@uscm.org)
5. Send at least 35 letters to potential supporters by February 8th, 2008. You should probably be able to raise all the support with 20-25 letters; however we will guarantee Big Break is free for you, only if you send 35.
6. Follow-up the letters with phone calls before February 22nd, 2008. Your first batch of checks should arrive at the Wilson House before this date!

Remember:

1. Full registration cost of \$249 due on the following dates to the Real Life Office:
Week 1—2/25, Week 2—3/03, Week 3—3/10, Week 4—3/17
2. Full transportation cost of \$250 due the day your week leaves for Big Break:
Week 1—3/1, Week 2—3/8, Week 3—3/15, Week 4—3/22

We're convinced that talking with people who love and care for your spiritual growth will more than bring in the support needed to let you come to the conference fully paid for.

There are, of course, some caveats. We want to make sure you go for free, but it does involve some work on your part. If you don't make the calls, it just won't work.

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 is **able** to provide every need you have to attend a Campus Crusade for Christ conference if it is His will for you to go. Money is no barrier for God in building his Kingdom.

Real Life Boston wants each student going to Big Break 2008 to experience God’s provision.

Remember, 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! It’s not your money, it’s not their money. God owns the earth and all that is in it. He can provide.

Also, remember that many adults are gravely concerned with the needs of young people. Many adults will gladly invest significant resources in helping the next generation become healthy and productive leaders. Ask every person as if God has specifically prepared that person to give and all they are waiting for is you to ask.

Steps for raisings financial support:

- 1) **PRAY.** It’s not about the money. It’s about you waking in trust with your Dad who loves you and wants you to grow. Invite Him into the process.
- 2) **NAMESTORM:** Develop a database or spreadsheet for names. 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:
 - a) Family and other relatives (local and out-of-state)
 - b) Friends
 - c) Businessmen (Christian and non-Christian)
 - d) Church (talk to the pastor first!)
 - i) Sunday school classes
 - ii) Men’s and women’s groups
 - iii) Missionary committee
 - iv) Youth group
 - v) Campus Crusade for Christ staff
 - vi) Faculty

vii) Referrals given to you by these sources

3) **PRIORITIZE** - Write those most likely to give first, etc.

4) **By February 8th, 2007**

WRITE AND CHALLENGE each person for specific amounts (see sample letter available at www.bostonwinterconference.com/getting-here.) **In your letter, ask donors to make checks payable to “Campus Crusade for Christ”.** Include a return envelope with your mailing address or the Wilson House mailing address.

Be sure to write each of your contacts’ information on the Supporter Spreadsheet. There is no limit to how many letters you send but we must receive a record of at least 20. Be sure to include any information that could help the Real Life staff contact them in the future. The contacts will be added to our database and we want to respect your relationship with them.

5) **By February 22nd, 2007**

Call them back. Be sure to call them **within 1-2 weeks of mailing your letters** in order to ask for their decision. If you don’t call, willing donors often forget to follow through.

Follow-Up Phone Call Conversation

- a) Introduce yourself. *“Hello, Mr./Mrs./Miss _____ . This is _____ . Is this a convenient time to talk with you for a few minutes?”* Be sure to take a minute to develop rapport, but be brief. Ask how the person is doing or about his/her family or work.
- b) Ask if he/she received your letter.
- c) Review what the Boston Winter Conference is all about (vision for reaching people, training, equipping).
- d) Share about what you hope to see God do in your life and on your campus as a result of attending the event.
- e) Ask for a definite response. Say, *“As I mentioned in my letter, I’m asking for help to attend the Boston Winter Conference so that I can grow in my love for god and service to others. Would you be willing to help me attend by giving \$50, \$75 or \$100?”*
- f) Be quiet and wait for a reply. Talking more at this point will distract the person from making a decision.
- g) Respond to the person’s reply:

If yes: Thank them. Explain that he/she should make the check payable to “Campus Crusade for Christ” (or to your church or group if that is arranged), but not to you personally. Try to arrange a way to get the check personally, preferably by going to pick it up. Otherwise, explain how the check should be mailed to you.

If undecided: Explain that you hope to reach your goal in the next few days (or at least very soon). *“Since I need to determine how close I am to reaching my goal, may I call you*

tomorrow to find out what you've decided?" Be sure to establish a specific time to call for a decision, preferably the next day.

If no: Explain that you understand and that you simply wanted to give an opportunity to be on your team. Thank the person for considering your request. You might want to invite the person to be a prayer partner; if the person agrees, be sure to share prayer requests and consider him or her part of your ministry team.

Other Suggestions: You might ask your contact to suggest names of others who have a concern for young people and might like to hear about your participation in the Winter Conference.

- h) If you arrange to have a person mail you a check and it doesn't arrive, be sure to follow-up with another phone call.
- 6) **CHECK** your mailbox! Thank God for providing for you.
- 7) **WRITE** a brief, warm thank you note to your donors immediately after their investment is received. Don't wait! Include how much they gave and how it will make a difference.
- 8) **MAIL** all scholarship support checks, made out to Campus Crusade for Christ need to be mailed to the Wilson House **before you leave for Big Break**. (Remember, the first batch of checks must arrive by February 22nd.)

Campus Crusade for Christ
C/O Rebecca Gutwin
1626 Mass Ave
Cambridge, MA 02138

Please write your name on the outside of the return envelope. The Real Life team will send them to the CCC national headquarters who will process these donations so donors will receive a tax-deductible receipt.

Please be sure to include your name and campus with your checks. The funds will be credited to your online registration account (create one by registering at www.big-break.com).

Checks must be made out to "Campus Crusade for Christ" to receive a tax receipt.

That's it! Email rebecca.gutwin@uscm.org with any questions about financials.