

**2011 GOLF
MARATHON**

**August 29th, 2011
Avalon Golf Course**



**www.yd.org
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Youth Dynamics



GOLF MARATHON
Player Guide



**August 29, 2011
Avalon Golf Course**

DYNAMIC RELATIONSHIPS CHALLENGING EXPERIENCES



CALLING ALL GOLFERS

WHAT AN OPPORTUNITY!!!

By participating in Golf Marathon, you'll have the opportunity to play 100 holes of golf in one day *and* support the ongoing ministry of Youth Dynamics. Playing golf all day and raising money for Northwest teens all at the same time?! It doesn't get much better than that!



PLAYER COMMITMENT AGREEMENT

Please read and sign this commitment statement, fill out the information and return it to your recruiter or mail it to our Burlington office. You can also fill it out online at http://www.yd.org/donate/golf_marathon

- YES!** I want to participate in the Golf Marathon. I believe I can reach the pledge goal of \$_____ and hereby commit to put forth the ultimate effort.
- YES!** I agree to sponsor myself at \$1.00 per hole and understand that I am to have my sponsorship campaign in full swing within my first week of signing up.
- YES!** I have read the waiver and fully agree to its terms.

Player's Name _____

Playing For (YD Area or Staff) _____

Address _____

City _____ State _____ Zip _____

Home Phone _____ Cell Phone _____

E-mail _____ Shirt Size _____

Signature _____

Caddy Name _____ Date of Birth ____/____/____

Must be 18 to drive the cart

MEDICAL INFORMATION AND WAIVER OF LIABILITY

Age _____ Allergies _____

Person to notify in Emergency _____

Relationship _____ Telephone _____

Physician _____ Telephone _____

I recognize that there is an element of risk in any outdoor sport or activity. Understanding the inherent risks, dangers and rigors involved in the above mentioned Golf Marathon, I certify that I am fully capable of participating in this Golf Marathon event.

I hereby assume all risks involved in playing in the above mentioned Golf Marathon and will hold Youth Dynamics and the management and owners of Avalon Golf Course harmless from any and all liability, actions, causes of action, debts and claims resulting from the above mentioned Golf Marathon.

Signed _____ Date _____

I commit to recruiting a caddy who is at least 18 years of age. If I do not recruit a caddy who is at least 18 years old, I understand one will be provided for me. _____

Initials

COUNT ME IN

Where do I sign up?

On the next page is a Player Commitment Agreement. Fill this out and give it to your recruiter, along with your self-sponsorship. You can also mail it to Youth Dynamics, PO Box 486, Burlington, WA 98233 or fill out the online form at www.yd.org.

Once this is completed, you are officially part of the Youth Dynamics' team! Welcome aboard – and we'll see you on the course!

What have I committed to?

To golf 100 holes at Avalon Golf Course in Burlington, Washington on Monday, August 29th, 2011.

To put forth your best effort to raise a minimum of \$25.00 per hole.

To sponsor yourself at \$1.00 per hole.

To bring your completed sponsorship information (Excel Sheet and Pledge Cards) to Golf Marathon on the morning of the event.

How can I help ensure Golf Marathon is a success?

Experience shows us that beginning your fundraising immediately and personally calling all your potential sponsors are the most crucial elements in determining Golf Marathon's success.

Also, be sure to bring all pledge information and monies with you to the Golf Marathon. It is also *extremely important* that your pledge cards and Excel spreadsheet *be filled out entirely and legibly*. Your sponsor information will be checked on Golf Marathon day, and you will be asked for any missing information. You must turn in your sponsorship information at the Golf Marathon to be eligible to play.

We are thankful for your participation in Golf Marathon and will do our best to serve you and show our appreciation to you throughout the event. By participating in Golf Marathon, you are a significant component of Youth Dynamics' ministry. We are already praying for you and for the students whose lives will be impacted by the money you raise for the Golf Marathon!

WHY SUPPORT YOUTH DYNAMICS?

Today's **youth are in trouble**; their potential is silently being robbed. Our ever-changing world offers youth many opportunities, but none will satisfy the deep longing within for truth.

At Youth Dynamics, **we are offering something different** – a life-changing relationship with our Savior Jesus Christ. Youth Dynamics is a non-profit youth ministry, actively involved in dealing head-on with today's tough issues.

Youth Dynamics goes to where young people are, as well as creating an environment where teens will feel welcome. We focus our efforts on the Northwest US, where there are approximately one million teens between the ages of 13 and 18.

We have chosen a threefold approach to reach teens. We have a relationship-driven ministry called YD Communities that focuses on relational outreach to teens in small towns. We have a wilderness adventure ministry that utilizes the outdoors to connect teens to the creator through creation called YD Adventures. Lastly, we have a 138 acre youth ministry facility near Leavenworth, Washington called Stonewater Ranch, which focuses on Adventures, Leadership and Retreats. **Youth Dynamics is reaching today's youth through dynamic relationships and challenging experiences.**

We cannot do this ministry alone! We **rely on individuals like you** to come alongside us and partner with us in prayer and financial development! Your participation in Golf Marathon makes you a **significant stakeholder** and investor in the work of Youth Dynamics. And we are excited to offer you the opportunity to use your love of golf to **invest in God's kingdom!**

THE GAME

What will Golf Marathon day look like?

100 holes sounds like a lot, doesn't it? It is a lot, but nearly every player over the many years of Golf Marathon has been able to complete the goal.

We will begin the day by teeing off at dawn and playing until dusk. Since we play in twosomes or threesomes and every player has his/her own cart and caddy, we are able to play at a quick pace. It is not like playing golf with track shoes on, but it *is* a fast-paced, fun day.

You will be well-fed in order to give you the energy you need. Breakfast will be ready when you arrive at the course. You'll be served a great lunch-on-the-run. And at the end of the day, you'll sit down to enjoy a well-earned, fantastic dinner. There will also be plenty snacks and beverages for you to enjoy throughout the day.

What about PRIZES?

Prizes will be given for many categories, such as:

MVP – Most Dollars Raised
Lowest Score – Individual on 100 Holes
Longest Drive, Closest to the pin
Most holes played
Highest score, Most birdies, bogeys or balls in the woods



Benchmark prizes will be awarded for reaching these dollars raised:



\$20,000—Trip to Hawaii
\$10,000—Trip to Golf Resort or \$1000 towards new electronics
\$5,000—Set of Irons or Home Theater System
\$2,500—Dinner out at your favorite spot

We'll also be participating in a Hole in One competition with a potential Trip to Hawaii giveaway!

Each player will also receive a gift package.

- Tell them your goal for sponsorship and invite them to be a part of meeting that goal.
- Ask them to make a pledge. (For many people, it is also a good idea to ask them to pledge a specific amount.)

You may include this information in a letter that you send out first and use your phone call as a follow up to the letter. Remember, however, that personal contact is the key to your success!

3. For a person that agrees to sponsor you, **have him/her fill out a pledge card** and return it to you **or encourage him/her to give online at www.yd.org**. Also, record the information on your Excel spreadsheet.
4. *Thank your sponsor* for their giving!

THE CADDY

Will I have a caddy?

Having a caddy is very important! We encourage you to find someone you can have fun with and who can support you during Golf Marathon. This could be a spouse, grown child or anyone else whom you would like to share the day with. A caddy's responsibilities include driving the cart and assisting you in any way that he or she can. Caddies will be served three meals and have a great time! (Must be 18 to drive the cart.)



Can my caddy raise sponsorship too?

No question about it! We encourage you to find someone that you would enjoy spending the day with, and someone who will also get involved alongside you. Your caddy can help you raise your \$2,500 sponsorship.

SPONSORSHIP TIPS



Here's a recommended system for gathering your sponsorship

1. **Make a list** of potential donors you want to contact. These contacts can be business associates, church members, golfing buddies, family, friends, or anyone else who would desire to help you succeed! Also, prioritize these contacts to determine whom you should contact first. The best way to prioritize these contacts is to first call those who have supported you in the Golf Marathon before. Also prioritize anyone who has a heart for teenagers, ministry, or local youth.
2. **Call each of these potential donors personally** and ask them to consider becoming a sponsor. Use this personal phone call as an opportunity for you to share what you are doing to help local teens and support the work of Youth Dynamics. (It may take several phone calls to track down a potential sponsor, so be patient!) You may also find it helpful to segment your list so that you call one segment of donors in week one and follow up with them in week two. In week two, you can call your next segment of donors and follow up with them in week three, etc.

Here's a recommendation for what to cover in your phone call:

- Tell them about the Golf Marathon.
- Tell them about Youth Dynamics and your connection to the ministry. (See Page 3 and www.yd.org for more info about YD.)

What are the rules for Golf Marathon?

1. Caddies must be at least 18 years old. No underage caddies will be permitted.
2. No honors. Hit when you are ready.
3. Let faster teams play through.
4. One stroke penalty, but no distance penalty for out-of-bounds shots.
5. All putts within the leather are good.
6. Repair all ball marks and divots.
7. Pick up your ball when you reach triple bogey.
8. You may move the ball one club length anywhere on the course (except traps and greens).
9. You may drive the cart on the fairway, except where otherwise marked. Please protect the greens.
10. Only play one ball at a time.
11. Once you complete a hole, proceed to the next hole, rather than playing the same hole repeatedly.

All other rules of golf apply.

What does it cost to play?

Your entry fee for the Golf Marathon is the money that you will raise on behalf of Northwest teens. We ask you to commit towards raising \$2,500 in sponsored dollars. We also ask you to sponsor yourself at \$1 per hole as the first step in meeting your goal! Self-sponsorship not only allows you to be the first person on your list to invest in Northwest youth, it gives you the confidence to approach others to join your team!

Who will I play with?

All players will be grouped into a twosome or threesome. We encourage you to recruit your golf buddies to join the Golf Marathon so you can make up your own threesome. You can definitely multiply your success in Golf Marathon by recruiting other golfers to participate alongside you! If you're coming on your own, we will be happy to assign you to a group. You may know some other players already, and we will certainly do our best to arrange it so that everyone plays with people that they know.

SPONSORSHIP

How Do My Sponsors Give Towards Golf Marathon?

Your goal is to raise a minimum of \$2500 or \$25 per hole. The maximum is up to you! You can check out our resource video online with encouragement on how to accomplish this.

You will be given materials to assist you as you talk with people about supporting you. You'll receive pledge cards to collect the information from those who pledge or donate and an Excel spreadsheet to track all of the sponsor's information.

Raising that amount of money takes some work, and includes making phone calls, sending out letters, and initiating face-to-face conversations. But even though the process might seem intimidating, it isn't as hard as you might think. History shows that four out of five people you ask will say "Yes!"

By what date should I gather my sponsorship?

It will probably take you about six weeks to reach your sponsorship goal, so starting early is the key. Your goal is to have all of your \$2500 in pledges by the morning of Golf Marathon.

If you set weekly goals for yourself and spend a couple hours each week working toward your goal, you will be successful. Also be willing to "Ask Everyone, Everywhere." Carry pledge cards everywhere to allow for these opportunities.

Should I contact sponsors via letter or phone call?

You may send a letter as a first step and to introduce your phone call, but a letter should never take the place of personal contact. Personal phone calls are twice as effective as mailings and face-to-face contact is nearly three times as effective as a personal phone call. The golfers who meet their Golf Marathon goal each year prioritize phone calls and personal contact in raising their sponsorship.

We also recommend asking your potential contacts for referrals for more contacts. Consider speaking to civic organizations or churches

of which you're a member. Know, however, that your best rate-of-return in raising the sponsorship is going to come from one-on-one conversations with people that you know personally.

What kind of sponsorship am I seeking?

Individuals and businesses can sponsor you in one of two ways:

Individuals or Businesses can **pledge per hole** of golf that you will play. If you intend to exceed 100 holes in one day, this is a fantastic way to make the most of your efforts on the course! Sponsors that pledge per hole will fill out a pledge card, which you collect from them. Only 25 pledges of \$1 per hole would result in meeting your goal! (Please be sure to communicate to your sponsors your intended goal so they are best prepared to donate their pledged amount.)

Individuals or businesses can also give **flat donations**. Please collect a filled out pledge card from these sponsors as well, so they can be properly receipted. Flat donations can be given in 1 of 2 ways -- via cash, check or credit card with filled out pledge card. -- online at www.yd.org (with your name as "purpose of gift.")

How will the funds be collected?

On the morning of Golf Marathon, you will bring your Excel sheet, pledge cards and any cash/check donations to turn into Youth Dynamics. It is *extremely important* that you *write down* the contact information for every sponsor on the pledge card so that YD can send them a receipt for their tax-deductible donation. Please bring your completed Excel spreadsheet (on flash drive or CD-R) to Golf Marathon filled with all of your sponsor's pledge and contact information.

After the Golf Marathon, your sponsors will be sent an appreciation letter from Youth Dynamics. Sponsors who pledge per hole will be sent an invoice that tells them how many holes you played and the total amount of their pledge. When YD receives the sponsor's donation, a receipt will be mailed. If your sponsor hasn't sent in their pledge after one month, we will send them a reminder.