

Team Manager Pointers

Next Steps After Webinar

1. Team Managers should share how the fundraiser will work with your team and determine how many participants are planning to sell subscriptions, ads or seek donations.
2. Share TransplantNATION Sales Packet with your team.
 - a. Each sales packet will include:
 - Fundraiser Sales Guide
 - Ad Space Contact Page
 - Informational Flyer for Potential Subscribers
 - Income Potential for Subscriptions Excel Sheet
 - Income Potential for Ad Space Excel Sheet
3. Determine how you will distribute the registration discounts and funds in advance and share this with your team.
4. Set a team goal to meet your team funding needs.
5. Help team members set personal goals for their personal needs.
6. Consider creating your own team specific prize incentive(s) for the member that sells the most. After all, the more they sell, the more your team has to use for team expenses if that is how you choose to use the funds.

LAST MINUTE THOUGHTS...

- Since all communication and the exchange of discounts and funds will be directly with the Team Manager, it is required that the Team Manager signs their team up for this fundraiser with TLF, even if only a few members are going to participate. TLF will not distribute any discounts or funds to individuals other than the Team Manager.
- There are always a few that don't care to participate in a team fundraiser. As the Team Manager, you can choose if you will require participation for your team or simply just encourage it. If you plan to use the funds for team expenses, you may want to consider requiring all team members to sell a minimum number of subscriptions or ad sales collect a minimum donations or ad sales to help with team expenses.