



INFORMATION SHEET – SELL YOUR RAFFLE TICKETS SUCCESSFULLY... THE MONEY GOES BACK TO YOU!

**All the money you collect while selling tickets in this raffle,
you keep to put towards your player levy.
In 2009 you raised over \$30,000 and in 2008 over \$31,000!**

Please find below some guidelines that should assist you when you are approaching various companies – it will help you sell the tickets and raise money towards your player levy.

Things to remember:

- Speak clearly
- Listen to their responses
- Smile
- Say “thank you for your time” whether they purchase a ticket or not
- Wish them luck when they purchase a ticket.
- Please feel free to add your own personality!
- Be assertive – not pushy!

WHEN APPROACHING AN ORGANISATION, WHAT DO I SAY?

You’ll need to tell them your name, where you are from and about the raffle.

For example:

Hello my name is _____. I am representing Victoria in the Australian Junior Volleyball Championships in Perth, in July this year. The cost is over \$2500 to travel to Perth to compete.

We are running a sponsorship raffle where the major prize is the “Major Sponsorship” of our state team.

Would your company like to be an Official Partner of the Victorian State Volleyball Team for \$50.00? Of course, you can purchase more than one ticket!

Then you will need to tell them about the team and its recent success, this is to get them interested and excited about the prospect of being involved.

For example:

For your information, the Victorian State Volleyball team comprises of 10 teams, and close to 130 players and support staff. These championships are the highlight of the National Junior Calendar whereby Australian states compete for the medals in the six divisions and the President’s Cup (top state in Australia), which the Vic’s have won in the past, and would like to bring back home in 2010!

Explain how it works and prizes:

A company purchases one or more tickets for \$50 each and this money goes directly to support me/my family in getting me to Perth to represent Victoria. Each ticket is an entry into the Sponsorship Raffle.

If you are **one of two** companies to **win** this raffle you will be rewarded with the following:

- Recognised as an Official Partner of the 2010 Victorian Volleyball State Team
- Both companies will have the right to use the expression: “Official Partner of the 2010 Victorian Volleyball State Team”
- Company logo will be displayed on the sleeve of the players walk out polo tops
- Invitations to attend the Blue & White Jacket Dinner on Saturday 21st August, 2010
- Each company will be recognised as an Official Partner of the Blue & White Jacket Dinner
- A Company representative will be invited to speak or present at the Blue & White Jacket Dinner
- Signage opportunities at the Blue & White Jacket Dinner
- Incentives and prizes offered to athletes and their families
- A Victorian State Team walk out top for display at your business
- And more!

If you are **one of two** companies to be **runner up** in this raffle you will be rewarded with the following:

- Recognised as the naming rights sponsor of either the male or female overall Most Valuable Player Awards
- Invitations to our Blue and White Jacket Presentation Dinner

However, EVERY COMPANY WINS! Everyone who purchases a raffle ticket is eligible for the following:

- Recognition on the Volleyball Victoria Website www.volleyballvictoria.com.au
- Recognition at the Blue & White Jacket Dinner

You then need to ask them to purchase a ticket (or as many as they like!). For example:

The raffle will be drawn on Wednesday, 2nd June at State Volleyball Centre. Would your company like to support our team?

When they say "YES", you need to explain the following:

Ask: *How many tickets would your company like to purchase?*

Please can I have your details or would you be able to complete the ticket stub?

The ticket stub is also your tax receipt - you will be posted the tax invoice stub once the raffle has been drawn. I do require the money now. Cash or a cheque made payable to either yourself or Volleyball Victoria - though we would prefer that it is to yourself.

****Give them the large part of the ticket and keep the stub which you need to write the details on.**

Say: *Thank you for your time and good luck."*

Should they not be interested in purchasing a ticket:

Say "Thank you for your time".

WHEN APPROACHING AN ORGANISATION, TO WHOM DO I SPEAK?

Firstly, speak to the first person you see, explain why you are there and then, ask them who looks after their marketing and sponsorship. You will then have to re-introduce yourself and re-explain the raffle in an attempt to sell them a ticket.

SOME SUGGESTIONS OF COMPANIES TO APPROACH:

- Parents' businesses
- Aunties, uncles and family members' businesses
- Car dealerships – explain the sponsorship would be promoting their specific dealership
- Pharmacies
- Insurance companies
- Banks
- Physiotherapists
- Local shops

What do I have to do?

You will be given a raffle ticket book containing 20 tickets. You should endeavour to sell all 20 tickets to companies in your area, your family's organisations and any other companies you can approach.

REMEMBER - THE MONEY GOES BACK TO YOU!

What happens if I sell all my tickets? Well done – the money goes back towards your levy!

Who can I approach to purchase tickets?

You can phone or visit companies in your area, perhaps ask your parents, aunties, uncles, friend's of parents and relatives if their companies might be interested in purchasing sponsorship of the Victorian Volleyball Team – for only \$50.00. Emphasise that the money goes to support your representation and travel to Perth.

When do I have to return the ticket stubs?

The Stubs must be returned to Volleyball Victoria, by NO LATER than Tuesday, 1st June, so that the draw can be done on Wednesday, 2nd June. Tickets are to be sent to: Volleyball Victoria, 270 Stud Road, Dandenong Nth, 3175.

Players in the Blue & White Development teams can also return their stubs at training on Sunday, 30th May.

****If the tickets are not returned, the companies to whom you have sold your tickets will not be included in the draw and your efforts will be wasted.****

What do I do with any unsold tickets? Hopefully there won't be any! However, should you be unable to sell some of your tickets, please return them to your coaches/Volleyball Victoria.

How do I collect the money? It is IMPERATIVE that you collect the money as you sell the ticket.

You keep the money and put it towards your Player Levy. Should the company wish to write a cheque, ask them to make it payable to either yourself or Volleyball Victoria. If they write it payable to Volleyball Victoria – we can deduct it from your player levy once you hand in the ticket stubs with the respective cheques.

PLEASE WRITE YOUR NAME ON THE REVERSE SIDE OF THE CHEQUE TO ENSURE THE MONEY IS DEDUCTED FROM **YOUR** PLAYER LEVY.

Think about this, if you sell all your tickets, you raise \$1,000.00 towards your Player Levy!

GO VICS!