



WELCOME ABOARD!

Congratulations, you've taken the first step towards igniting your Spirit of Adventure!

NOW GET INTO THE SPIRIT AND FUNDRAISE!

Fundraising is a really satisfying way to get fully on board your Spirit of Adventure programme. It's great preparation for the challenge ahead, getting you into the mind-set of stepping out of your comfort zone and achieving goals. Whether you fundraise \$100 or \$1,000, every little bit helps with your fees.

Set your sights on Adventure and get out there and do it! Sell stuff on TradeMe, do odd jobs for people, run fundraising events, bake cupcakes, ask friends and family for support...do whatever it takes!

If you want some tips or ideas or support get in touch and we will help guide you through the process to make getting on board as simple as possible: info@spiritofadventure.org.nz or ph 0800 472454

TOP TIPS

NO NEED TO PAY ALL AT ONCE

After paying your deposit, take advantage of our payment plan, allowing you to spread the cost of your course fee. Make payments of whatever amount you choose, as and when you have the funds available. You might also choose to set up an automatic payment for \$50 - \$100 a week. Simply settle the balance 12 weeks before your course date.

GET YOURSELF A PLAN

When you start looking around for funding support, make a plan of what you would like to do and in what order. This will help you keep a track of who you have approached and show prospective funders that you are serious and approaching the task in a manner likely to succeed. Consider contacting your local newspaper to help you by running an article about your efforts.

BE AWARE OF WHO YOU APPROACH

Before going to organisations to ask for assistance, find out what they do, how they do it and some of their recent events. This will help you to target the groups who are more likely to assist you and show them you have consciously chosen them to approach.

CONSIDER YOUR TIMEFRAME

The longer you have to fundraise, the better; six months is ideal. That way, you can watch your money slowly build up from a combination of sources. But if your voyage is looming or school or family life doesn't allow you much time, consider one or two big hitting fundraising activities such as a movie screening or quiz night.

#1 SET UP A FUNDRAISING PAGE

A key part of your fundraising should be setting up your own online page. This will make it easier for people to read your story, follow your progress and most importantly donate. There are a number of websites available to do this. We are linked to *Givealittle*.

Next step, let people know what you are doing, when and why. Ensure you keep your page up to date with photos, videos and posts which link to your social media pages by doing this people will have a reason to return and share. Do whatever you can to let people know about your page- posters at school – your social media pages – your parents social media pages, be prepared to share your pages far and wide.

Finally – remember to say Thank you. Lots of donate websites allow you to set up an auto response to any donations received and personalised it with your own thank you.

Check out this [Givealittle page](#) of a past trainee, who used the page for friends and family to support his fundraising event to stand-up paddle board across Wellington Harbour – He not only completed his challenge he raised the entire berth fee at the time!

#2 FAMILY/RELATIVES

Your family or relatives may be able to assist with all or some of your voyage fees. Every cent is putting you nearer to the goal, and showing others your commitment.

Point them to the direction of our [Adventure Vouchers](#): Aunties, Uncles, Grandparents could pool funds to gift you one for Christmas or your birthday.

#3 APPLY TO OUR YOUTH SCHOLARSHIP FUND

The Spirit of Adventure Trust's Youth Scholarship Fund was established to ensure all young kiwis regardless of life's circumstances can experience a life changing experience aboard the Spirit of New Zealand. Submitting an application is a quick and easy way to get the ball rolling on your fundraising journey. Taking into account your personal motivation, circumstances and needs, the Fund could help you to cover some of your course fee. Please note, your application will be looked upon favorably if you supply evidence of your own fundraising.

Online applications can be made via our [website](#)

#4 ASK YOUR SCHOOL

Some schools offer financial support in full or part to their students. This may be allocated to students who meet certain criteria. If your school has an Old Boys' or Old Girls' association they may be willing to help too.

#5 APPLY TO COMMUNITY AND CULTURAL GROUPS

Most communities have a number of clubs or organisations, (Lions, Rotary, Probus, RSA etc) who may be able to help directly with funding, or offer assistance and support. Also, there may be a local cultural organisation (e.g. your church or iwi) that would be willing to support you. Use the websites listed to help you with your research. Once you've found a suitable grant you can apply with our **letter template** (below)

Websites of interest

- www.rotary.org.nz (find your local Rotary Club - contact the President)
- www.lionsclubs.org.nz - Lions Clubs New Zealand
- www.fis.org.nz - Funding Information Services
- www.community.net.nz - Internet resource for New Zealand communities (search how to funding)
- www.google.co.nz - Search fundraising ideas for individuals
- www.cab.org.nz - Citizen Advice Bureau
- <https://mcdonalds.co.nz/learn/responsibility/maccas-community/get-sponsored>
- www.sportnz.org.nz/ - Sports New Zealand

#6 WRITE TO A LOCAL BUSINESS

From football clubs to factories, local cafes to office blocks, many businesses are obliged to get involved with helping their local community. Help may range from opening up their premises for events, donating prizes or offering financial support. Often, all it takes is a nicely worded letter to get the ball rolling. So why not draw up a list of businesses you wish to write to and use our **letter template** at the back of this kit. Remember, if you can offer something extra in return, such as positive media coverage, increased business or your own labour, businesses may be more inclined to help.

#7 ORGANISE AN EVENT

Consider a sausage sizzle outside your school or large local business (like the Warehouse, Mitre 10 or your local supermarket). A garage sale may be possible with family and friends donating goods. **Read about Trainee Ben's Epic Fundraiser** at the back of this kit.

#8 BE PREPARED TO GIVE BACK TO THOSE THAT SUPPORT YOU.

Ideas for giving back to your supporters

- Present to the club or organisation that supported you.
- Speak at your school assembly or in front of your class
- Volunteer your time or help with projects they may be working on in the community

MEET BEN: Epic Fundraiser

News Article from Stuff newspapers 2013

Ben Seelen, sick of sausage sizzles and car wash fundraisers, is embracing the spirit of adventure to raise money for an ocean voyage next month.

The 16-year-old Nayland College student is gearing up for a 10-day excursion on the Spirit of Adventure sailing ship, but before he can hit the high seas he must raise \$2000 to cover his costs.

Instead of trying the usual old methods, such as barbecues and cleaning cars, Ben has committed to completing a 10-hour-challenge that will see him mountain bike the Coppermine, run up the Centre of New Zealand, kayak from Wakefield Quay to Rabbit Island, then cycle to the ASB aquatic centre where he will swim 100 lengths of the pool.

Those traditional fundraisers were "a lot of hard work for \$3 per hour", Ben reckoned.

"It's something a bit different. "It will definitely be a big challenge," he said, and although it would not be a "walk in the park" he was quietly confident. He said the self-imposed challenge was designed to have an "out of Nelson feel", making it a "bigger adventure". Ben has been a member of the Nelson Surf Lifesaving Club for six years and describes himself as pretty fit, and "ocean-based".

He is not worried about completing the 70km-plus challenge in time - he has given himself one hour for every day of sailing - but hopes to generate enough attention to help him pay his bills.

Happy to pimp out advertising on his racing T-shirt to the highest corporate bidder, Ben said he would produce a "highlights" video of the challenge to give to sponsors. Any other financial help would be gratefully received, he said.

Nayland College teacher Sam Maitland, who has encouraged Ben to join the Spirit of Adventure youth development voyage, believed there was "massive value" in the Kiwi adventure courses. "It can be quite a life-changing experience for kids this age," he said.

Challenges on board the boat would include team-building exercises, early-morning ocean swims, night sailing and high rope climbing among the ship's rigging. Mr Maitland said Ben was a quiet leader who led by example, from the front. He hoped the voyage would hone the year 12 student's leadership skills. Weather and tides permitting, Ben will embark on his 10-hour-challenge on May 1.

Ben's Epic letter back to his supporters once he completed the challenge

Wednesday was a beautiful day for the event to happen! It was clear skies and minimal wind in the morning, such a great time to go for a bike ride. I set off at 7:10 in the morning after having to fix a quick flat tyre before we began. Family friend Euan McIntosh cycled the Coppermine leg with me. Riding up took a good 2 hours but it was enjoyable the whole way as the gradient wasn't as steep as I was expecting. This made the awesome downhill spectacular and I got some awesome video footage of that which is included in the highlights video. We came out at quarter to 11 and it took another good 35 minutes to get out because of a minor road work detour, still managed on and got to the Botanic Gardens around 11:20 am to be greeted by water pistols from my younger brothers and cousin. Running up the center of New Zealand really took a lot out of me, it was the fatigue starting to kick in on my legs. I made it to the top and mum was there to take a photo. I ran down the hill ate an egg sandwich and jumped on my bike and headed straight for the wharf on Wakefield Quay. I got there a little bit after 12 and I felt like the best way to rest was to just get in the kayak and go so I jumped in and started paddling while a boat driven by mum and 2 of my mates drove along beside me for support. After 1 hour my shoulder which I had injured earlier that week in training really started to give me grief, every time I lifted my arm pain shot up my arm. At this point my fingers were starting to cramp onto the paddle and the tide had started turning and the wind picked up, all in the wrong direction for where I was heading. If I took a short rest I would end up 10 minutes behind where I was earlier. This is when I hit the wall I couldn't eat any substantial food after that or I would throw up. I just couldn't go on but I had to, so I dug deep and just zoned in on paddling and finished the last half of the kayaking in an hour. I arrived on the beach face first after falling out of my kayak on a wave, not quite the way I envisioned landing but still I had made it. I was ¾ of the way through my day but I still had another 2 transitions to go through. I had been reading up on multi sport athletes and most of them said the part that takes it out of you most was the transition from sport to sport. I found this out the hard way with 3 transitions already, going in on my fourth I found myself resting my head on my handlebars and losing focus. Not my fault I couldn't do much about it except for carry on. I finally got to the ASB Aquatic Centre and the staff were great and let me in straight away having a lane reserved for me. Every length felt like a lifetime with my shoulder worse than ever, I had to compensate by doing 2 strokes then breathing instead of 3. I hit length 50 when I got into a rhythm and kept on going until lap 80 when I felt so drained so demoralised that I couldn't continue, I felt sick and that's when I got angry and mad and started to release my anger on my swimming. I was swimming faster than the previous lengths and I got to length 95 when I felt so tired but I knew the end was in reach so I dug incredibly deep and just did it. Finally I had done it, I just floated in the pool and just about fainted I was so disorientated, I could barely think properly so I got out of the pool and just sat there for a good 10 minutes being asked allsorts of questions about how I felt. I had made it, it only sunk in when I got in the car to go home I couldn't lift my arm without it being in excruciating pain. All up I managed to complete my Epic 10 hr Challenge in an even more epic 9 hours! - which is way better than I had expected. It felt great to achieve it, to have it done and now I'm looking forward to setting sail in 14 days on the Spirit of Adventure! I would like to thank-you personally for sponsoring me with this challenge. Without your help I wouldn't be able to go.

For the highlights video click here: https://www.youtube.com/watch?v=dv_M9shhEyw

LETTER TEMPLATE

[Organisation name]
[Address]
[Postcode]
[Phone]
[Email]

[Your name]
[Address]
[Postcode]
[Phone]
[Email]

Dear [insert name, or if in doubt write Sir or Madam],

Introduce yourself, what you are doing and when.

My name is (name) and in (date) I'm hoping to take part Spirit of Adventure Trust's 10 Day Youth Development Voyage

Expand a little more to make it personal, explaining who you are, what your motivation is and why you want to participate.

I am currently studying for my (NCEA Level?) at (your school) with an ambition to one day (career, university). The 10 Day Voyage is proven to increase participants life skills particularly resilience, self-esteem and self-efficacy. Additionally it will be a great way to boost my application to (work/university) next year. It would mean a huge amount to me to attend.

Share what you are doing to fundraise for your course.

In order to achieve this I have set myself the target of fundraising (the full \$2400 or less) of course fee over the next (3-12 months). To date, I have managed to raise (\$300 in grants from two small charities, \$400 from my schools Old Girls Association and \$50 from busking.) While there is a way to go I am hopeful that I will reach my target and go on to have an amazing experience.

Ask the organisation for a donation. Remember, this could be anything from a prize for a raffle, a venue for an event, or a monetary donation.

I am therefore writing to ask if your organisation would be willing to sponsor me with a donation of (\$200 towards my fundraising goal.) Your donation would not only mean a great deal to me and my community but it would also demonstrate a commitment to helping young people locally. I would be over the moon with anything you could offer and be delighted to include you as a supporter in my next press release. I am also hoping to (record a video of my time/ write a journal) on the course so that you can see what your donation achieved.

End with a clear call to action and a personal thank you.

You can make a donation and follow my progress online at (insert your give-a little /everyday hero fundraising page here)

Thank you so much for taking the time to read my letter, I am extremely grateful for any support you can provide. If you would like any more information on my fundraising plans or details about Spirit of Adventures' 10 Day Development Voyage please do let me know or click here

Yours sincerely / faithfully if you've used Sir or Madam,

(name)