# A Complete Campaign Guide to Fundraising

Our packet is full of critical information you will need at every stage of the fundraising campaign process and then some. A helpful guide that provides you and your team with answers to some of our more frequently asked questions and an outline of the planning process for your fundraising campaign.



Visit us at www.fundraisingbrick.com



All the tools you need to create your customized brick or tile campaign



Dear Prospective Partner,

Thank you for your interest in Fundraising Brick, the pioneer in laser brick engraving. As you research the exciting possibilities of brick fundraising for your organization, I am certain you will conclude that Fundraising Brick makes the best laser engraved product on the market. Our bricks and tiles are not only competitively priced, but they come with a lifetime guarantee, because we are so confident in the superior quality of our product.

In addition, my team and I are personally committed to your project's success, and we'll do a whole lot more than just sell you the laser engraved bricks and tiles. At Fundraising Brick, we believe that our customer service and fundraising expertise is what sets us apart from the competition, which is why we provide our customers with extensive fundraising consulting services and specialized marketing ideas to help your organization meet your specific fundraising goals with no upfront costs.

For over 35 years, Fundraising Brick has been partnering with organizations like yours. Working together, we can help you create a fundraising campaign that can be long-term, profitable and is a creative way to spark donations, even in tough economic times. From my personal 35 years of experience in brick fundraising, I have seen engraved brick memorial walkways and installations become increasingly popular for fundraising campaigns because of their elegant appeal, the lasting memories they create and their potential to raise a lot of money.

Laser engraved brick fundraising is a great way to raise money in tough economic times. Now more than ever, companies are looking for creative ways to raise funds for their project needs. Depending on the size of their fundraising campaign, our customers have been able to raise a few thousand dollars for one special project or raise up to hundreds of thousands, even millions, of dollars for large-scale investments or to supplement an operating budget. The sky is the limit with your team's creativity, their dedication, your ability to draw upon available resources and, most importantly, partnering with a reliable and experienced brick laser engraving company like Fundraising Brick!

In the end, you will have a gorgeous brick or tile memorial and your donors will have a durable, beautifully laser engraved brick or tile that will be a permanent reminder of your appreciation for them and how valuable they are to the success of your organization.

Please be sure to review the durability documentation on why laser marked bricks will outlast any paint filled or sandblasted process. Please call us for further information to help you develop your marketing strategy to make your campaign successful.

Thank you again for considering Fundraising Brick for your fundraising project. The entire brick team is here to serve you and looks forward to supplying you with a quality product that will last a lifetime.

The Brick Team

# FUNDRAISING GUIDE TABLE OF CONTENTS

2	Letter to prospective partners
3	Index Page
4	Pathway to successful Fundraiser
5-6	Define your Campaign
7	Online Order Page Examples
8	Poster Examples
9	Flyer Examples
10	Installation Layouts
11	3D Renderings
12	Create Your Campaign Style
13	Brick and tile shades
14	Font selection and Program Enhancers
15-16	Layouts for Engraving
17	Customizable Clipart
18	Begin Fundraising
19-22	Fundraising Strategies
22	Finalize Details   Install Bricks   Price Match Guarantee
23	Fundraising Brick Services
24	Virtual Brick Tool and Brick Locator Map
25	Fundraising Thermometer
26	Laser Engraving VS Sandblasting
27	Financial Return   Delivery   Contracts   Service
28-29	Sales Videos and Presentations
30	Guide - how to setup your online ordering page
31	Customized Online Ordering Page Example
32-33	Clipart Library
34-35	Photo Gallery



# Why Fundraising Brick? Here's Why

1



PERSONALIZED MARKETING TOOLS



PRICE MATCH GUARANTEE



LIFETIME WARRANTY



OR HIDDEN FEES

# Your premier laser engraved brick and tile provider

A foundation built on superior quality and exceptional service where customer satisfaction is key.

3

#### Define Your Project & Strategy

Call Fundraising Brick for one-on-one assistance in setting up your brick or tile campaign. Create Your Choose from our wide variety of brick shades, fonts and clipart library offering over 1,500 free clipart selections.

CREATE

2

#### Begin Fundraising Choose from a wide variety of

DEFINE

advertising and marketing materials that will help inform potential donors, promote your organization's fundraising goals and maintain overall enthusiasm about your project.

Fundraising Brick's PATHWAY TO A SUCCESSFUL FUNDRAISER

FUNDRAISING BRICK 855 - BRICKS4U

4 Install Bricks

Finalize Details Once you have reached your fundraising

# 1 Define Your Project & Strategy

Clear communication among everyone involved is essential. Complete the timeline which depicts milestones for when tasks, goals, and sales forecasts are reached. Assign a project manager to be the main point of contact for all aspects of your project

# **Answer the following Questions**

- 1. How much money do you need to raise?
- 2. Where is the brick installation going to be located?
  - A wall (inside or outside), walkway-pathway, sidewalk, patio, garden area, pillar, or other.
- 3. How much space do you have available for the brick or tile installation?
  - This will determine how many bricks can be sold for installation. For rough calculations you can figure 4.5 4X8" bricks per square foot. For example, if you have 500 square feet you can install approximately 2250 4X8" bricks. (500\*4.5=2250)
- 4. How many installations?
  - After the first installation, you will most likely have additional donors and will need to plan for the installation of the additional bricks or tiles from potential donors. Most ongoing fundraisers install bricks 1-2 times per year depending on how many bricks/tiles you sell on an annual basis.
    - 5. When will the work be started?
      - Set a date to start your project and launch your campaign.

6. How will the bricks/tiles be installed? Where is the brick installation going to be located?

In cement, sand base, or gravel are some options for installation. Select a contractor for the construction of your project. The contractor should be able to provide a blueprint for the project and estimate the number of bricks necessary for completion. In addition, they can help you with the design pattern for layout of bricks, recommend proper structure specifications, and provide a survey of the area intended for construction.

- 7. How much will you charge for each brick?
  - Consider the size of your project, cost of installation and the demographics of your prospective donors. Installation is your biggest expense. Profit calculations are listed at the end of the packet.
    - Recommended Prices for 4X8 Brick \$50.00 \$125.00
    - Recommended Prices for 8X8 Brick \$100.00 \$250.00
    - Recommended Prices for 8X8 Logo Brick \$500.00 -\$1000.00
- 8. How are you going to sell the bricks or tiles?
  - Develop a strategy for advertising and marketing. We recommend taking both manual orders and utilizing our FREE online donor web page. This will appeal to an audience of all ages.
    - Manually take orders via flyer/order form
    - Utilize our FREE online donor web page
    - Or both, take manual orders and utilize our online donor web page

To finalize, Fundraising Brick will provide you a complete library of the necessary order forms and text documents needed to make your fundraising project a success. The text documents are user friendly and MS Excel format. Fundraising Brick has instructional videos to assist you with our manual ordering process. Our highly qualified staff can provide you with the following:

- customized order form/flyer for manual orders
- downloadable online order forms
- brochures
- posters
- customized sales videos
  - whiteboard
  - 2D characters
  - color motion
- customized clipart selection that you will choose from our library of over 1500
- sales scripts for radio, newspaper, or TV ads
- customized online ordering page

We will create and host a custom online ordering page for your organization. Your donors will have the ability to purchase their brick or tile and submit their inscriptions online with ease. Fundraising Brick will handle the rest. In addition, we will provide you with a link or embedded code if you want to add to your website.

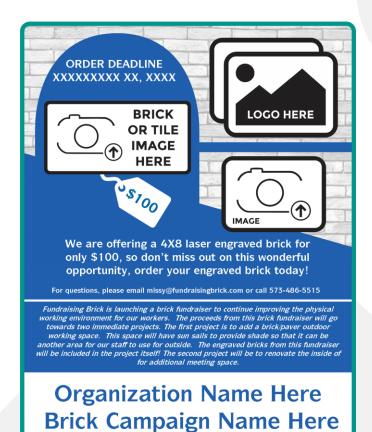
#### Online Ordering Page Examples

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	Engraved Brick Order Deadline: O					a Brick Campaign and you'll help pave the entry ake a real impression by purchasing a piece of Ti	yway with attractive, laser-inscribed bricks, offering you an he Society's new headquarters.	n.
	For additional information regarding of katelyn.huber@sdowmo.org or call 62		contact Katelyn Huber at			Please direct questions to richard.chute@pla	anetary.org	
	Prefer to mail us a check? Downlo	oad our order form here to place	your order directly with WHS!		To begin, complete the required field at the bottom of the form: Please en center the text; the laser software w	ter the text exactly as you want it to	ur inscription and click on the submit button o appear on the brick. You do not need to	
	Build your Legacy by purchasing a co					Email*	Phone	
	Stadium. Bricks can honor your childs Washington High School. Proceeds fro	om this fundraiser will go to support	a variety of academic and athletic		First Name			
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		complete the required fields indicated			State *	Zip Code*	Country*	
	Please note: If you would like to on	der more than one brick you will need brick that you would like to order.	to fill out a new order form for each		Standard 4XB Engraved Brick \$100.00 3 Lines of Text	Standard 8X8 Engraved Brick \$250.00 6 Lines of Text	High Profile BXB Engraved Brick Adjacent to The Planetary Society's	
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	installation at their designated lo	all bricks will be shipped directly to ocation. The bricks will NOT be shi	pped to your home address. The		High Profile Bid Engraved Brick	additional fee; bricks to be shipped to your address)* © Yes, Please add a 4x8 Replica for an additional		
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#### **Poster Examples**

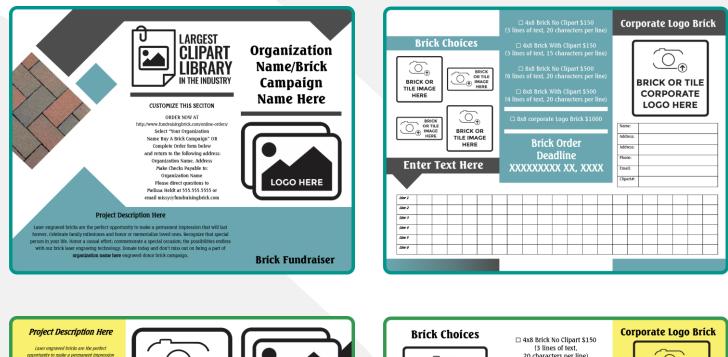








#### Flyer/Brochure Order Form Examples



Laser engraved bricks are the perfect portunity to make a permanent impression that will last forever. Celebrate family ilestones and honor or memorialize loved s. Recognize that special person in your life. s. Recognize that special person in your life, where a casual effort; commemorate a special asion: the possibilities endless with our brick er engraving lechnology. Donate today and n't miss out on being a part of organization ame here engraved donor brick campaign.

me here engraved donot brick campaign Frankraisty Brick Staunchiga J. brick draiker is continues ingraving the physical draiker is continues ingraving the physical draiker is continues in the start of the physical start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start of the start of the start start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start start of the start start of the start start of the st n a usable extra meeting room to extend outside for our staff? alsing Briek in

ising Brick is recognized as tax exempt IRS. The amount of your contribution ax deductible is limited to the excess of ey over the value of goods or s provided.

**Brick Fundraiser** 



Organization Name, Address Make Checks Payable to: Organization Name Please direct questions to

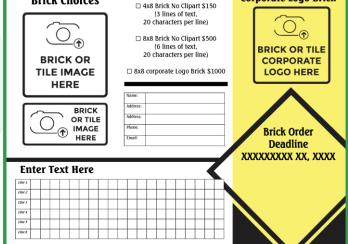
Melissa Heldt at 555.555.5555 or email missv@fundraisingbrick.com

IMAGE

 $(\mathbf{1})$ 



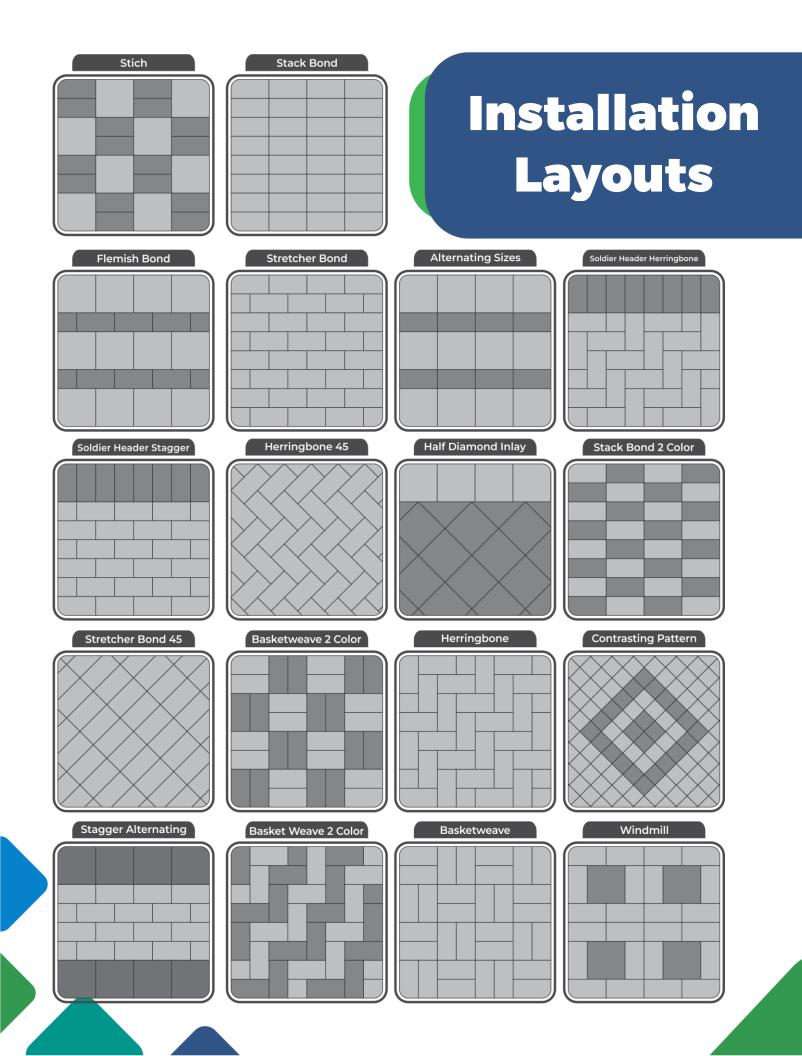
LOGO HERE



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For questions, please contact Kelly Leid at 720–409-6428 or email kelly leida ganal.com To Order Go Online to www fundraisingbrick.com/strade.bod/ Or complete fundored from and several advog with payment to The STEAD School, c/o BuildStrong Education, Attra.Amy Schwarz, 4008 Toors Road, Denver, CO 80249 Make Checke Payable To: The STEAD School
STEAD School Legacy Plaza Brick Campaign
Name:

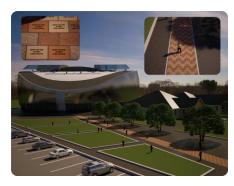
www.fundraisinghrick.com/gracespicopal/ Or complete this order form and send along with payment to Grace Episcopal School, 1400 N. this Strett, Monnee, LA 71201 Make Checks Payable To: GES	)[
Name:	10
	pal
Phone: 4x8 Brick	
Email: 3 Lines-20 Cha	r/Line
Line 1	
Line 2	
Lite 3	

000	To Order Go Online to www.fundraisingbrick.com Or complete this order form & send along with pa	
1 alle	EES PTA, Niki McGuigan, 6209 Patuxent Quarter Rd.	
CAL	Hanover, MD 21076	
	Make Checks Payable To: EES PTA	
7 00	For questions, please contact Niki McGuigar 240-418-5116 or email mcniki1@gmail.co	
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Brick O	rder Deadline: June 15, 2022	
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4x8 Brick With	Clipart \$29 (3 lines of text, 15 char. per line) change price as need	bd
Name:		
Address: Phone:	Fmail	
PHONE.	Clipart #:	
	Cupart #:	
Line 1		
Tipe 2		



# 3D Renderings

















# Create Your Brick Style

#### Answer the following Questions:

- What type of product are you going to offer to your donors?
   Bricks or Quarry Tiles
- 2. What sizes and options are you going to offer?
  - 4X8 Brick Text of 1 3 lines (20 spaces per line)
  - 8X8 Brick Text of 1 6 lines (20 spaces per line)
  - Clip art with text
    - 4X8 Brick with Clipart and Text of 1 3 lines (15 characters per line)
    - 8X8 Brick with Clipart and Text of 1 4 lines (20 characters per line)
  - Custom Logo with Text
  - Custom Logo Only
  - 8X8 Array Bricks
- 3. Are you going to offer Program Enhancers?
  - Mini replica bricks Shipped directly to donor by Fundraising Brick Extra Shipping Cost - Contact us for pricing
  - Full size replica bricks Shipped directly to donor by Fundraising Brick Extra Shipping Cost - Contact us for pricing
  - Brick display cases are available Contact us for pricing
  - Donor certificates \$4.00 Each PRINTED ONLY
- 4. Brick or Tile shade(s)?
- 5. Brick Style? Chamfered Edge Without Lugs is the most common brick used for engraved brick fundraisers
- 6. Font Type? Most popular fonts are Arial, Helvetica, Lucida Sans, and Zapf Humnst
- 7. Font Styles
  - ALL CAPS
  - Upper/Lower
  - Mixed Case (Both ALL CAPS and Upper/Lower mixed As Typed from Donors)



## **Font Options**

ARIAL	A200
Aldine 401 BT	A113F20
BALLOON BD BT (UPPER CASE ONLY)	B101
BANK GOTHIC	B100G
Calibri Body	CB100
Century Gothic	CG100
COMIC SANS	<i>C</i> 100
FUTURA BK BT	F100
GARAMOND	G100
Gill Sans	GS100
HELVETICA	H100
Lucida Sans	L100
Script Bible	S100
Square 721BT	SQ100
Swiss 721 BT	SW100
TIMES NEW ROMAN	T101R
ZAPF CHANCERY DM BT	<b>Z</b> 111C
ZAPF HUMNST	Z110H

ALL CAPS

ALL CAPITAL LETTERS FUNDRAISING BRICK

Upper & Lower Case Capital and Lower Case Letters Fundraising Brick

MIXED Case SOME LETTERS IN ALL CAPITAL and some letter in lower case FUNDRAISING Brick

lower case all lower case letters fundraising brick ARIAL FONT Sample Font 123456789

HELVETICA Sample Font 123456789

LUCIDA SANS Sample Font 123456789

ZAPF HUNST Sample Font 123456789

## **Program Enhancers**

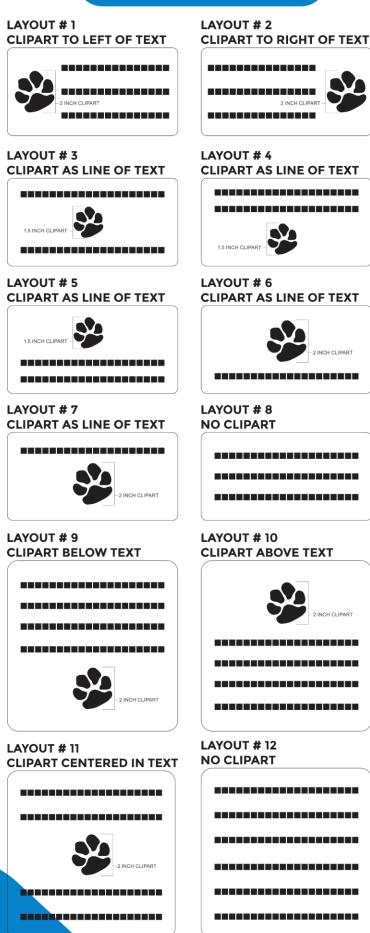
Donor Certificates

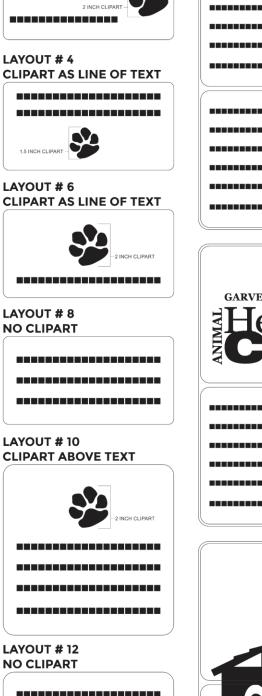
"A <u>state of the art</u> laser etched pavement brick will be placed in your name at Hand In Paw" "Thank you for supporting the Hand <u>In</u> Paw Brick Campaign."



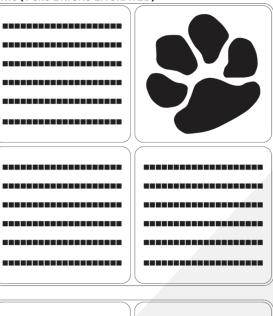


## **Layout Options**





#### LAYOUT # 13 (MULTIPLE LAYOUT OPTIONS) 16x16 (4 8x8 BRICKS ENGRAVED)







## **Layout Details**

The most popular layout choice and recommended by Fundraising Brick is layout #1 with the clipart engraved to the left of the text 2" in size for the 4X8 brick and layout #10 for the 8X8 brick.

Layout 1 & 2: Number of characters is 15 per line, including spaces and punctuation, clipart height equals 2 inches.

Layout 3, 4, & 5: Number of characters is 20 per line, including spaces and punctuation, clipart height equals 1 <sup>1</sup>/<sub>2</sub> inches.

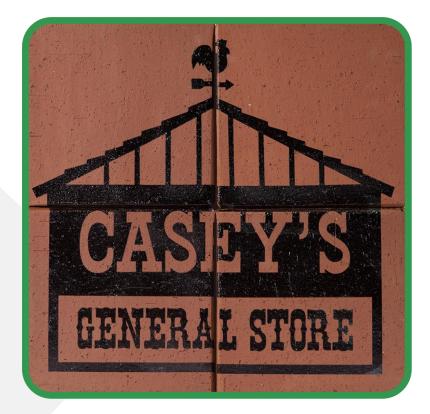
Layout 6 & 7:

Number of characters is 20 including spaces and punctuation, Limited to one line of text, clipart height equals 2 inches.

Layout 8: No Clipart, Number of characters is 20 per line including spaces and punctuation, up to 3 lines of text.

Layout 9, 10, & 11: Number of characters is 20 per line, including spaces and punctuation, up to 4 lines of text, clipart height equals 2 inches.

Layout 12: No Clipart, Number of characters is 20 per line including spaces and punctuation, up to 6 lines of text.



Layout 13 Brick Arrays: Contact Fundraising Brick for custom pricing on brick array options. Option 1: Number of characters is 20 per line, including spaces and punctuation, up to 6 lines of text on 3 of the bricks, clipart height equals 7 inches on the 1 brick Option 2: Logo array brick with logo engraved across 2 bricks, number of characters is 20 per line, including spaces and punctuation, up to 6 lines of text on 2 of the bricks Option 3: Logo array brick with logo engraved across 4 bricks

# Fully Customizable Clipart Menu

Animals

Holidays

Misc.

Music

Patriotic

Religion

Schools

Sports

Club Seals

Military

To make the selection process even easier, you can choose a limited list of unique clipart you would like your donors to choose from to use on their laser engraved bricks. We'll help you put together a customized menu of approved clipart for your donors, so they can choose from your selected options. We recommend that you select 10 and no more than 25. If you have an idea for a clipart option that isn't on the list, don't hesitate to share it - we're here to make your fundraising brick project uniquely yours. We may be able to generate custom clipart for your project if you don't see what you need in our clipart gallery.

Click the link below to view our full clipart library and layout options, or visit www.fundraisingbrick.com/clipart/

#### Clipart Library & Layout Options

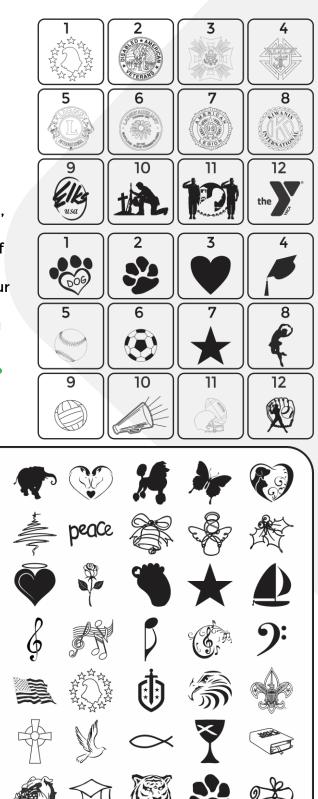
Fundraising Brick has the most extensive clipart library in the industry, offering over **1,500 FREE** clipart selections. We are confident we have choices that will work great for your organization.

#### **Easily Find What You Want!**

Our superior laser engraving capabilities enable us to offer an infinite combination of engraved text and graphics. We organized most of the clipart we provide by industry or type of fundraiser, so you can easily find what you want.

From an engraving of your dog's specific breed to an intricate seal for your organization, and everything in between, it is possible for us to meet your clipart design needs.





# **Begin Fundraising**

tudents

#### **Potential Donor List and Strategy**

Solicit public service ads and announcements in newspapers, on television, local radio stations, school newsletters, church bulletins, magazines, newsletters, alumni publications, corporate newsletters, mass emails, and mass mailings.

Let Fundraising Brick design your flyer/order form and Poster for FREE - Display your flyer/order form, poster, and other information about your Fundraiser on local bulletin boards at banks, beauty salons, car dealers, restaurants, fast food chains, churches, grocery stores, downtown businesses, chamber of commerce, health and sports clubs, corporations (lunch/reception areas), service clubs, veterinarian office, funeral chapels, libraries, schools, colleges, universities, utility companies, retail stores, and as many other public places that will allow you to post about your campaign.

#### Compile a list of donor candidates

Students	College or High School Clubs	Parents or Family of St
Chamber of Commerce	Charitable Organizations	ELKS Lodge
VFW Hall	Shriners	Civic Organizations
Service Clubs	Members within your Organization	Club Members
News Media	Alumni Organizations	Small Businesses
Corporations	PTO or PTA Organizations	Founding Families
Fraternal Organizations	Church Members	Service Clubs

#### **THINK OUTSIDE THE BRICK!**

Make your Brick or Tile Campaign a Success!

**How to secure a donation:** ASK, ASK, ASK, AND ASK AGAIN: People give because they are asked, if you don't ask, the answer will always be no. Ask with pride for the cause you are so committed to raising money for and be honored to be the potential bridge for that donor from need to impact, donation to solution.

**How to build loyal, happy donors:** People don't give to you because you have needs; they give to you because you meet needs. Donors and prospects don't want to hear about the woes of the economy or your organizational struggles—no one wants to join a sinking ship. Instead, they want to know exactly where their donations will go, and what impact your work is having on their community and the issues they care about.

**Set Clear Goals & Firm Deadlines:** The key to fundraising success is to establish clear fundraising goals and set firm deadlines for reaching those goals. Identify what you need, how much money is required and how long it will take to get it.

Know your audience: Take a good long look at what you're planning to sell and build a profile of your ideal customer.

Advertise appropriately... and aggressively: Utilize all avenues of advertising that will assist you in selling your donor bricks. Social Media - cover all your bases by hitting up social networks like Facebook, Twitter, Pinterest, Instagram, Google +, and Linked In. Reach out to everyone that you know and ask for them to reach out to everyone they know. Word of mouth is POWERFUL!

We believe that storytelling is the force behind successful fundraising. Videos allow you to combine your dynamic story with emotion to create a connection with your audience that words and photographs cannot build. Organizations can convey impact in a way that engages and inspires donors by persistently telling stories.

Through storytelling, nonprofit organizations can harness the power of emotion to make a connection with donors that inspires action, and videos allow you to bring this story to life in a way that words, or even pictures can't mirror. Create a fun and inspiring video and utilize all social media to blast your impactful message.

- Post Videos on social media
- Blog About Your Fundraising Event
- Send out Press Releases to local newspapers and magazines

## Bricks and Tiles DO NOT sell themselves.

What it takes to be a successful fundraiser A belief in the cause-passionate - A team effort - A commitment to following through-motivated - A dose of creativity - And the 4 A's Advertise appropriately... and aggressively



Diversify your fundraising program. Create as many opportunities to collect donations as possible.

- Have A Campaign Kick-Off
- Host A Fundraiser Event
- Utilize one of our Sales videos to blast social media
- Mass emails
- Run a contest, challenge your sales participants, and reward the winner with a free brick, gift card, money, etc.
- Involve your community In Summary Advertise, Advertise, Advertise!

Still having trouble selling your bricks. Consider running a sale to get donors excited to purchase a brick or tile for your cause. Who doesn't like a bargain right? We have seen remarkable success with running a holiday sale within a specific timeframe. We had one client that ran a 25% Christmas Sale and sold 300 bricks in a one-month time frame. Contact us to create a custom sale graphic just for your organization.



#### Fundraising Timeline Suggestion

The first installation should be within **6 months** of the project's start date. When you allow too much time to lapse, potential donors can become disinterested.

**January** - Gather detailed information from your premier laser engraving brick company, Fundraising Brick.

**February** - Present your project to your organization or board of directors. Utilize our FREE Fundraising presentation which outlines what we offer. Contact Fundraising Brick to create your customized flyer and donor online ordering web page.

**March – June** - Set a sales goal for your fundraising project and sell your bricks – set a deadline for ordering. A good timeline for selling is 2-4 months. If you allow too much time for your donors, they tend to procrastinate and sometimes miss out altogether. Start advertising and selling your engraved bricks.

**July** - Contact Fundraising Brick to finalize order details and engrave your pavers.

August - Receive and install your laser engraved bricks.

\*\*This is an approximate timeline. Timeframes and campaign schedules can vary for any number of reasons.



#### FUNDRAISING DO's...

- Organize your fundraising ideas before presenting it to your board or organization.
- Make the ordering process easy for you and your customers by utilizing our standard templates for your order forms, brochures, and campaign flyers. Setup online ordering with Fundraising Brick.



#### FUNDRAISING DON'T...

- Allow your fundraising project to take more than one year, follow our suggested timeline.
- Allow your customer to make special requests, stick to the order process that you have outlined for your donors.
- Allow more than two members to oversee the fundraising project. When too many people are involved, decision making and coming to a consensus on fundraising details can become more difficult.

#### It's not news:

Facebook is a powerful tool for connecting with people. In fact, Facebook accounts for 25 percent of all pageviews in the United States—that's a lot of web traffic. What is (relatively) new is that Facebook now allows its users to request donations for most501(c)(3) charities directly from their Facebook Live videos. Facebook Live donations can increase the reach of your fundraising campaign and raise awareness about your charity or cause.

If in the middle of planning a fundraiser, this should be good news. This means your volunteers and organizers can post Facebook Live videos about your fundraiser and ask for donations directly from your video.

Still, you shouldn't just blindly post Facebook Live videos about your fundraising campaign. Otherwise, you might tire your audience. You need to use each Live post to increase anticipation and provide value to potential donors.

## **5 ways to use Facebook Live to boost your fundraising efforts:**

1. Host interactive Q&A's to answer your audience's questions about the fundraiser. Before someone will open their pocketbook for your cause, they might want a couple questions answered. How much of their donation will go to the cause? Why is this cause worthy of their money? Will they be recognized for their donation? Your Live video will allow potential donors to ask their questions in real time. A Live Q&A video is the perfect opportunity to address the concerns of potential donors, as well as promote your cause.

2. Interview those directly impacted by donations to your fundraiser. Sharing individual stories can drive more and larger donations for your charity or cause than will big picture statistics. The only way to get someone to donate is to make them feel something. Interview individuals directly impacted by donations to your charity on Facebook Live. Then sit back, relax, and watch the 'likes' and dollars roll in.

3. Record noteworthy events as they happen. The San Diego Humane Society raised nearly \$100,000 with Facebook Live. How? They didn't wait for the news team to show up when they rescued 92 Yorkies. They recorded the rescue live, created a hashtag-#92Yorkies-and earned weeks of media coverage. You can bet the campaign went viral, and donations rolled in one after another. Capitalize on newsworthy events using Facebook Live, and watch your campaign take off.

4. Tease your audience. If you're planning a big fundraising event, just shoot a couple behindthe-scenes Live videos of your team's preparation. Shoot 30 seconds of footage teasing your giveaways for the attendees. Or just promote your event. These videos will increase anticipation of your event, increase brick, and tile sales and help your organization reach your fundraising goal.

5. Finally: Say thank you! Never forget to say a big, warm 'Thank you' to those who donate to your campaign. Recognizing your donors makes it more likely to contribute to your cause in the future. If you hosted a brick fundraiser–where donors buy bricks to be built into a commemorative wall–this is easy. You can just shoot a short clip of the finished wall and caption your video with a short 'Thank you' message. Otherwise, you can just post a clip of your team thanking the donors. Facebook Live donations have made it easier than ever to broaden the reach of your organization's fundraising campaign.



To summarize, Advertise, Advertise, Advertise... This is key for a successful brick campaign. Utilize all our FREE resources to get the word out about your brick or tile campaign. Blast on all the social media platforms!

**Finalize Details** 

**Contact Fundraising Brick & Place Your Order** 

Email your donor list (MS Excel documents) along with the completed brick or tile order form to Fundraising Brick. If you have online orders only, all that we need is the brick or tile order form as with the online ordering, we manage all inscriptions submitted from your donors. If you have a combination of both manual and online order orders, we only need the Excel file documents for your manual orders. DO NOT add the online inscriptions into the Excel file for the manual orders.

Fundraising Brick will engrave the bricks or tiles. Our standard lead time is 2-4 weeks. NOTE: Expedite orders are available for an additional cost.

Upon receipt of payment, Fundraising Brick will ship the engraved bricks or tiles anywhere in the United States.

Contact your contractor for installation of the engraved bricks or tiles.

#### **Price Match Guarantee**

We are committed to providing the lowest prices in the industry! We want our customers to receive the best pricing and quality available from any brick engraving company. If you find a competitor with a lower price, we will MATCH IT and still include all our other FREE services. All you need to do is provide us with a written quote from our



competition and if their price is lower than ours, we will MATCH IT, GUARANTEED. We are confident that our pricing is extremely competitive, and we are dedicated to helping organizations like yours earn as much funding as possible for your brick or tile fundraising project. Install Bricks!

# Fundraising Brick offers you services that go above and beyond those of our competitors

**CUSTOMER** 

**SURVEY** 

X

**EXCELLENT** 

**AVERAGE** 

POOR

SATISFACTION

GUARANTEED

#### **FREE SERVICES**

- Free Custom Sample
- Free Donor Website/Online Ordering Page
- Free Sales Videos to advertise on social media platforms
  - Whiteboard
  - 2D Character
  - Color Motion
  - 📒 Buy a Brick Today
- Free Standard Shipping for orders over \$250.00
- Free Clipart over 1500 to select from
- Free Design Assistance & Layout Examples
- Free Marketing Tools
  - flyer/order forms (single page | bifold | trifold
  - posters
  - donor letters
  - newspaper, radio, and television ads
- Free Virtual Engraved Brick Example Page allows your donors to see how their brick will look prior to their purchase
- Free brick locator program
- American made quality products beautifully marked with our patented laser technology
- A family run company with an A+ Better Business Bureau rating
- Shortest order lead times in the industry, guaranteed
- A proven history of helping thousands of organizations nationwide to raise millions of dollars for their causes
- Live online chat to assist our clients and potential donors

#### Brick Warranty

Fundraising Brick warrants, through its Limited Lifetime Warranty, that its patented brick laser engraving processes will be of excellent quality and workmanship and will not fade, chip, oxidize, peel, or separate from the brick paver, or tile for the life of the surface of the engraved brick paver, or tile. Fundraising Brick requires that the brick, paver, or tile manufacturer meet all American Standards of Testing Materials (ASTM) standards for quality, durability, and longevity.

This warranty is limited to the repair or replacement of any laser engraving processes onto brick, pavers, or tile meeting ASTM standards. Any laser engraving process that proves defective will be repaired or replaced by Fundraising Brick provided that such defect is due to faulty material or workmanship on the part of Fundraising Brick and not the result of tampering, vandalism, misuse, abuse, improper installation or maintenance misapplication, natural disaster or acts of God, excluding normal environmental conditions such as rain, sleet, snow, and freeze/thaw conditions.

	Fundraising Brick Virtual Brick Tool 4X8 Engraved Brick
	Type: 💿 Brick 🔾 Tile
	Size: ⊚ 4x8 ⊖ 8x8
	● Text Only ⊖ Clipart & Text ⊖ Corporate
	Brick Shade: Wheatfield ~
	Font: Zapf Huminst DM BT (Z110H)
	Line 1:
Fundraising Bri	ck
	Line 2:
Virtual Brick To	ol
	Line 3:
4X8 Engraved E	Brick

#### **Brick Locator Maps**

"Locator Maps" are also great to use in conjunction with memorials. This enables visitors to the memorial to quickly find names of people who are being remembered or honored. Whether guests are looking for family members, prominent families in the community or national war heroes, the "Locator Map" helps reduce chaos and frustration at your installation site and ensures that everyone has a positive experience when visiting your organization's memorial.

Ask today about the possibility of adding a "Locator Map" to your fundraising brick plan. Visit our web page to learn more. www.fundraisingbrick.com/services/bricklocator-map/brick-locator-map-example/

Arial View of Installation Site	Кеу Мар			
	Section #	Row #	Column #	Donor Name
Engraved Brick Sections				John Smith
are highligted in Blue				Jane Doe
F In Blue				Dave Smith
				Kyle Harris
				Jenny Stemmley
				Jane Smith
				NG BRICK brick.com

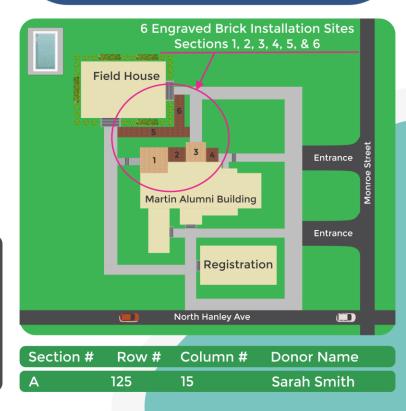
#### **Virtual Brick Tool**

Fundraising Brick is excited to provide you this handy online resource to assist you and your donors in choosing the perfect brick and/or tile options for your campaign. We also urge you to use the Virtual Brick Tool in conjunction with any pitches or presentations you may be making to your leadership team or Board of Directors, as it helps those unfamiliar with the concept of a buy a brick or fundraising tile campaign visualize the potential impact.

Because this resource is available on our website, we recommend sending out the link after your meeting so that everyone has the opportunity to tinker around with the various inscription possibilities and can appreciate firsthand why this is the right fundraising opportunity for your organization.

The tool is simple to use, and with the ability to select brick or tile size and shade as well as fonts and sample clipart, anyone can get a great sense of what their personal brick might look like.

Additionally, this is a great resource to share with potential donors once you have launched your contributions campaign.



#### It's As Easy As 1 2 3

1. Enter Your Goal and the Amount Collected To Date in the boxes. Select your thermometer color and collection label.

2. Press the Preview My Thermometer button to customize the thermometer design.

3. Right-click on the thermometer image to save to your computer and upload to your website or use in your newsletter.

Make sure to update your fundraising thermometer throughout your fundraiser. When your group members see that you are achieving your goals, the harder they'll press on. The more donors see your fundraising thermometer the more eager they will be to help your group achieve your fundraising goals.

When you revise or update your Fundraising Thermometer think about sending out an email to your members and followers each evening during the fundraiser, along with a link to your fundraising thermometer on your website. Followers will see just how their money has assisted and how much more you need to reach your fundraising goal. Participants will see through the fundraising thermometer that they have a lot of work left to do. more revenue to make, and more funds to raise to achieve your fundraising objectives.

Have your members post the Fundraising Thermometer to their Facebook pages, Instagram, Twitter etc. midway through your fundraiser and once more around the end so that their friends, family, and followers are motivated to make that final drive and help give more money so your group can raise the funds required.



#### Laser Engraving

VS

#### Sandblasting

#### Laser Engraving Process

Laser engraving is a natural and permanent process. The laser beam interacts with the brick, changing the composition into ceramic by intense heat. The engraved laser mark on the brick is smooth, hard, and adhered permanently to the surrounding brick material. No paint, ink or epoxy fillers are added to achieve contrast. The brick laser marking process has been tested for durability for harsh weather conditions. Choosing laser engraving will guarantee a high-quality product far superior to any other engraving or etching processes on the market. Contact us today at 1-855-BRICKS4U to speak to a member of our team and get started on your project.

#### Laser Marking is Maintenance Free

Unlike sandblasting techniques, laser vitrification does not produce a cavity which attracts dirt, debris and invites erosion due to the inevitable freeze-thaw cycle in some harsh climates. The laser vitrification image is not affected by ultra-violet light and is completely resistant to fading. Unlike other brick engraving processes, such as sandblasting, this low maintenance product requires minimal care. Simply wash away dirt and debris to expose a crisp, undamaged mark. The mark will never lose its clarity or quality.

#### Bricks Are "GREEN"

Laser Engraving is a natural and environmentally responsible option when revitalizing your community. No additives. All natural. Long lasting.

> Laser Engraved Bricks Installed 2005 Photographed 2015

#### Sandblasting Process

Present day brick sandblasting is a multi-step process where a stencil is created first. Then the stencil is applied to the brick and placed in a chamber where an abrasive material is shot out of a high-powered machine to "blast out" the brick material. The removed brick material creates a deep crevice that is later filled with a contrasting epoxy or paint to make the mark stand out against the brick's surface. The sandblasting method is more complex and much less durable.

When you first get your new sandblasted brick, it will be beautiful. Initially, the design and the lettering will be deep and have contrast. The contrasting epoxy/paint-filled mark will stand out against the surface of the brick. However, the filler will begin to deteriorate after even a season's worth of exposure to extreme heat or cold, the sun, rain or snow. If you have an indoor installation, exposure to the drying effects of a building's heating and ventilation system will also degrade the filler material. Over time, these added materials weather and break down, leaving an unclear, deteriorated, and in some cases an unreadable mark.

That once beautiful, sandblasted brick will lose its epoxy or paint filler making the design and message unclear and difficult to read without the contrasting material. Dirt will get embedded in the now exposed crevices. Money will need to be spent for time and labor to clean out the dirty brick crevices. The exposed lettering and design can also become a hazard for heels from shoes and for those using assistive walking devices such as canes and walkers.

> Sandblasted Bricks Installed 2011 Photographed 2013



Advantages	Fundraising Brick's Laser Engraving	Sandblasting	Pantographing
Permanent Mark	•		
Cost Effective	•	•	•
Intricate Graphics	•		
Maintenance Free	•		
No Fading	•		
Lifetime Warranty	•		
Crisp & Fine Detail	•		
Paint, Epoxy, Grout Fill (Not Permanent)		•	•
No Fill - Permanent Mark	•		
Hardened Glass Adhered Permanently to the Brick Surface	•		
Engrave on Clay and Concrete Materials		•	٠
Environmentally Safe Green Technology	•		



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## **Financial Return**

Size	Quantity Sold	Selling Price	Projected Profit	Size	Quantity Sold	Selling Price	Projected Profit
4X8	100	\$100.00	\$8,100.00	8X8	100	\$250.00	\$22,000.00
4X8	250	\$100.00	\$20,250.00	8X8	250	\$250.00	\$55,000.00
4X8	500	\$100.00	\$40,500.00	8X8	500	\$250.00	\$110,000.00
4X8	750	\$100.00	\$60,750.00	8X8	750	\$250.00	\$165,000.00
4X8	1000	\$100.00	\$81,000.00	8X8	1000	\$250.00	\$220,000.00

# **On Time Delivery**

As part of our commitment to service and quality, we honor our promise to you of coming through with your order and within the timeframe agreed upon. Regardless of your location in the United States, we guarantee that we get you your order faster than any of our competitors. We want to be the company that helps you with making those messages and dedications come alive - and ON TIME - EVERY TIME. Free deliver on all orders over \$500.00

## **No Contracts**

Unlike most of our competition, Fundraising Brick does NOT require contracts and there are no hidden fees with our services. We are certain that your organization will choose Fundraising Brick as their engraved brick provider and do not rely on tying you down with a contract. Our exceptional customer service and support throughout your project from start to finish will influence your organization to choose us as your engraved brick provider. We are upfront and honest about all costs involved in your fundraising project. We want your organization to have a successful brick or tile campaign and can help you every step of the way.

## 24/7 Service

24/7 Service - Our fundraising team is available to you at any time for guidance and support. We have LIVE CHAT available to assist you and your donors 24 hours per day. We realize that most fundraising project leaders are volunteering for their organization and have a limited amount of time to spend on these projects during regular business hours. Therefore, our highly experienced team is available 24/7, yes including evenings and weekends to assist you with your special fundraising project. This sets us aside from our competition and is a service that only Fundraising Brick offers to our clients. Call us anytime at 855-BRICKS4U – because we know things happen and questions come up at the oddest times. Our team is at your service!

## **Fundraising Brick Video Presentations**

Whether you're a new charitable organization looking to kickstart your fundraising endeavors or a well-established institution looking to fund a major capital project, look no further than Fundraising Brick to help you turn bricks into bucks!

Click here to view our video library www.fundraisingbrick.com/fundraising-brick-videos/

About Us Video - Learn more about Fundraising Brick. This video is a brief overview of our company and what we can offer your organization.

Laser Engraving VS. Sandblasting - In this video learn about our permanent laser engraving process, the gold standard in brick and tile inscriptions.

Video Presentation - Watch this video to see how we can help you make your brick or tile campaign a success from start to finish.





## FREE Buy A Brick Sales Video Library

## Buy A Brick Video Presentations

<u>Click here to view our buy a</u> <u>brick video library</u>

or visit www.fundraisingbrick.com/buy-a-brickvideo-presentations/

We created these quick and easy videos for our customers to assist in selling bricks. These videos are FREE, and our customers can post them on a website, Facebook Page, Google +, Instagram, Twitter, or any other social media to help raise funds! We will provide you with the link or embedded code for posting these videos. Available video categories are: General, Hospital, School, Church, Zoo, Park, VFW, Museum, University, and Memorial. Contact us today at 573-485-5515 for additional details. Click here to view our videos At Fundraising Brick, we provide customers with everything they need to make their next donation campaign an immense success.

## Fundraising Brick Sales Video Templates

# **FREE Customizable Sales Videos**

How do I get my FREE sales video?

Fundraising Brick has several templates for your customizable sales video – and every one of them is free! We have 3 styles to choose from. We offer your choice of a whiteboard, 2D character, or color motion sales video. These sales videos are a great way to engage the community and your donors. They are perfect to get the word out about our brick or tile campaign and blast all over social media platforms.

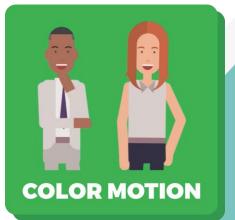
When you work with Fundraising Brick, we will provide you with a FREE, customized animation sales video. This is a savings of more than \$3,000!

Fundraising Brick is the first in the industry to bring a service like this to the market. We are proud to bring this service to you, and the custom sales video templates are just one way we can show support for your business and its fundraising campaign – from start to finish.

# \$3000 VALUE







## **Our Process Video**

Watch this short, fun video and see just how easy it to setup your brick or tile campaign. We have streamlined our process over the last 30 years to make setting up your brick or tile campaign as easy as 1, 2, 3. After watching our video, we are confident there will be no question of "WHY" Fundraising Brick, only WHY NOT! <u>Click here or on the video to watch now!</u> or visit www.fundraisingbrick.com



# What we need from you to setup your very own customized online ordering page for your donors.

What we need from you to get started creating your customized donor web page:

- Logo or graphic to be used (preferred in jpeg or png): Additional pictures or images you want included on flyer or online:
- 2. Brick Size Options:
- 3. Brick Shade:
- 4. Case (ALL CAPS, Mixed Case):
- 5. Font:
- 6. Prices you are selling your bricks for:
- Do you want Clipart (see fundraising packet for clipart #s you want) (if yes, we recommend selecting around 10, no more than 20 for your campaign):
- 8. Name of your project
- 9. Do you have an order deadline date you want listed?
- 10. Contact person of the project, along with their address, email, and phone #:
- Blurb describing your project (some people do a few sentences and others are very lengthy. It is up to you on how well you want to define your campaign. Usually, people like to know where the money will be going.)
- 12. Payment hub options for online orders are PayPal, Stripe, Authorize.net, your existing payment hub, or Fundraising Brick's Payment Hub. This is where your funds will be deposited. (Note: 5 Options)

Online ordering through Fundraising Brick means the entire process is simplified. Donors are quickly able to view the options available to them and can easily make a purchase to support your organization. Meanwhile, fundraising managers can readily manage the backend of the campaign and no longer need to spend inordinate amounts of time on data input, payment collections and donation tracking, meaning they can spend their time selling bricks and maximizing your organization's fundraising potential.

Let us design your Donor Site for free so your donors have the ability to order online. As a leader in engraved brick and tile fundraising, Fundraising Brick is always looking for great ways to enhance the customer service experience. As an added benefit, Fundraising Brick now offers an online ordering system for your buy a brick or tile fundraising campaign. This fully interactive web page allows your donors to place their orders directly through the Fundraising Brick online portal. Not only does this make the process seamless for your contributors, but it also eliminates the need for your campaign manager or fundraising committee chairperson to manually input orders on behalf of your donors. This streamlines the overall ordering process for all parties involved.

One of the key features of our online ordering system is that it allows for us to design a landing page specifically for your engraved brick or tile program. This means that the information your donors see will be specific to your organization's fundraising project. Additionally, this unique URL means that you can easily integrate a link to the brick or tile purchase site on your website, enabling donors to effortlessly click though to the point of sale and support your cause.

Furthermore, when your donors can place their orders directly through Fundraising Brick, they are able to enter the text exactly as they would like it to appear on the brick, and any input errors become the responsibility of the donor. And because orders are made directly to Fundraising Brick through our secure online portal, your organization no longer needs to worry about inputting brick engraving information. Finally, the online ordering system provides you, as the campaign manager, a way to manage your organization's fundraising efforts through the website. With the ability to track purchases as they happen, you'll always know exactly where you stand versus your fundraising goal.

#### Duxbury Elementary Schools Playgrounds Project

Hosted by Fundraising Brick

Engraved Brick Order Deadline: Ongoing

For additional information regarding our engraved brick campaign please contact Katie Dinneen at kathryndinneen@gmail.com or duxburyplaygroundfundraising@gmail.com.

DON'T MISS OUT ON THIS GREAT OPPORTUNITY, ORDER YOUR ENGRAVED BRICK TODAY!

Take this unique opportunity to have your name and/or message permanently displayed at Chandler Elementary School, while also supporting the construction of two new Chandler Playgrounds! The bricks purchased in this fundraiser, will be placed on a Chandler Elementary School walkway leading to the front playground.

About the project: The Duxbury Elementary Playground Committee is fundraising for new, innovative playground structures and elements for Chandler and Alden Schools. The twenty year lifespans of playgrounds are coming to an end. Hundreds of students utilize the playgrounds throughout the day, plus many families visit them on the weekends. It is time to replace the structures with safer, more engaging, more inclusive and more accessible equipment for students of all ages and abilities.

E		
Please note: If you would like to	To begin, complete the required fiel order more than one brick you will need to fill	is indicated by the *.
lame*	Email *	Phone *
irst Name		
ast Name		
Street Address *	Address (Ste./Apt#)	City*
itate*	Zip Code*	Country*
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SHIPPING: Please note that all bricks	will be shinned directly to the organization	
	will be shipped directly to the organization your home address. The address is just a r	for installation at their designated location. The bricks will NOT be equirement for payment purposes only.
shipped to 4X3 Engraved Brick S100 3 Lines of Text 20 Characters per line Chandler PTA 4X8 Brick 3 Lines-20 Char/Line		
shipped to 4X3 Engraved Brick S100 3 Lines of Text 20 Characters per line 4X8 Brick 3 Lines-20 Char/Line		
shipped to 4X8 Engraved Brick S100 3 Lines of Text 20 Characters per line Chandler PTA 4X8 Brick		

Please do not insert emojis, these are text only fields and only characters found on the keyboard will be engraved.

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# LARGEST CLIPART LIBRARY IN THE INDUSTRY

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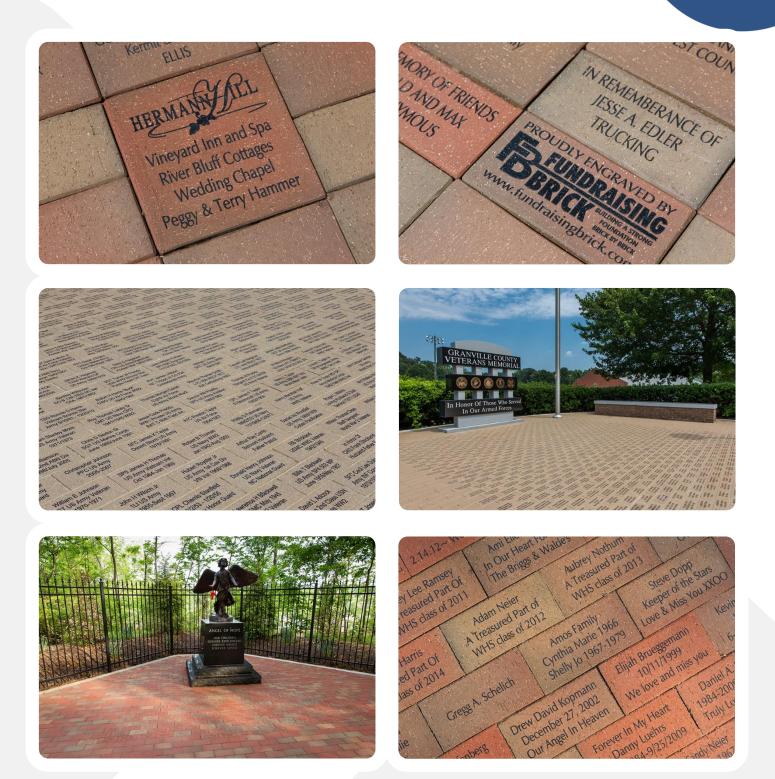
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