



Thank You for Registering as a Team Captain for the Walk for Hospice.

We are so fortunate to have you on the Walk for Hospice Team! You can be confident that we are truly grateful your commitment to the mission of The Community Hospice.

If at any time you have questions, or need assistance, please feel free to contact us at walkforhospice@communityhospice.org or at 518.285.8166.

Here are a few key areas for you to focus on as a Team Captain:

- Recruit family, friends and co-workers to be on your Walk Team. We suggest that you set a goal that will challenge you, yet one that is obtainable. A good number to initially aim for is 15 members, and build from there (just remember a team is two (2) or more)!
- **GO GREEN!** Register online and ask each one of your team members to do the same. Go to www.communityhospice.org, click on Walk for Hospice and follow the prompts. If at any time you need help, simply click on the HELP icon in the upper right corner. We believe you and your team will quickly discover the HELP function is extremely user friendly. You can set up your own team site, send emails, link to Facebook and keep an eye on your donations – as they RISE, RISE and RISE!
- Personalize your HQ site and help your team members do the same. Your story of why you walk for The Community Hospice will be meaningful to those you touch. It will help them better understand why their donation is important to you.
- As a Team Captain you are a “coach” and “mentor” to your team members. Encourage team members to set goals that will show everyone how committed they are to the WALK for Hospice, and to work hard to surpass their goals. Reaching the goal is admirable, surpassing and reaching your true fund raising potential is helps The Community Hospice help more individuals and families in our community.
- Have FUN with fund raising! Set weekly goals for the team and suggest ways for everyone to come together to celebrate. For example; Ask the team to work together to raise \$250 in five (5) days, let them know the pizza and wings are on you at your house Saturday night if they reach the goal. The more often you and your team can spend time together, the more funds you will raise together. Friends do not let friends down; they always help each other succeed.
- Start off with a fund raising activity together. A garage sale! In the spring it is a great way to clean out and raise money as a team for The Community Hospice.
- Other easy tips to help your team meet and exceed their goal include:



- Have a bake sale at work or church or at professional meeting – “Calories for the Cause.”
 - Start a change collection box at home and work – “Change for the Cause.”
 - Start a noon walking group – it is a great way to let others know you are Walking for Hospice. Each time you walk it is an opportunity to recruit members, raise funds and awareness along with getting healthy exercise.
 - Ask at your place of employment, and have your team do the same, if you can raise funds with Friday as a “Casual for the Cause” day. Co-workers make a heartfelt donation to wear appropriate casual clothing that adheres to the organization’s dress code.
 - Set an inspired goal. Ask someone to make a commitment of matching funds if the team raises specified funds by a specific date. For example, if the team raises \$150.00 in 24 hours, a donor would match the donation with a \$150.00. You double funds raised, and you involve everyone in meeting the goal.
 - Set a “Whacky” goal. These are goals that get everyone talking and makes fun raising LOTS of fun. For example, a team captain promised to shave his head if the team raised \$2,500 in a month. The team raised \$6,700. He kept his promised and kept his head shaved for three (3) months. It is an idea, make up one that works for you and your team.
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- Share Walk fund raising advice with your team and among the team. Get in the practice of offering a fund raising tip of the week, for example every Wednesday.
 - Get the team together and come up with a team T-shirt, banner or hat to wear at the Walk for Hospice or at your other fund raising activities.
 - Let us know your ideas. We will communicate share them with other Team Captains and teams. We all win when we work together and walk together for Hospice.

Thank you for making a difference. On the Walk for Hospice website you will find the Walk for Hospice brochure, poster and donation form, you can print them off and pass them out. Together we will help friends and neighbors in our community.

See you at the Walk for Hospice!