

Fundraise...

For the Think Pacific Foundation...



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www.thinkpacific.com



Supporting the Think Pacific Foundation, a registered Charity in England and Wales. Charity number: 1162190



Bula...

Let's get fundraising!



Once again, thank you for joining Think Pacific.

So...you've made your decision and paid your registration fee. Now you're looking to raise money to pay for your Think Pacific project, so grab yourself a cuppa and look no further. Our comprehensive fundraising guide will help you achieve your financial goal.

Fundraising doesn't have to be difficult or stressful and for many of our volunteers, fundraising is a blast. It's a great opportunity to strengthen your relationships, meet new people and learn new skills.

In this guide, we will share with you the mindset, planning and steps to take to achieve your goal.

We're privileged to be preparing you for the adventure of a lifetime and you should be proud about the incredible difference you're about to make to children in Fiji!

Let's dive in.

Simon, Harry & the TP team



Think Pacific - Fact File

Here's some useful background information about Think Pacific to prepare you for your fundraising:

- 1) Think Pacific has guided over 1000 international volunteers to Fiji since our first project in July 2009.
- 2) Think Pacific Foundation is a registered charity in Fiji (FJ989) and also a registered charity in England and Wales (charity number 1162190)
- 3) We were founded by two students who volunteered in Fiji with a big gap year company. We wanted to make a greater impact by creating a small and more ethical social enterprise.
- 4) We created TP at The University of Leeds and won the Universities Enterprise Award, which gave us the launch pad to begin.
- 5) We are honoured to have received the Sir Peter Thompson Award ("for our efforts to alleviate poverty overseas")
- 6) Think Pacific works in direct MOU partnership with the Fijian Ministries of Education, Youth, Sports and Health to achieve national aims for children.
- 7) Our AMAZING volunteers lead education, extracurricular and sports for over 20,000 children each year.



Why...

Our charity is needed..

75%

Of children live below the poverty line

50%

Of children do not have access to adequate sanitation and fresh water

95%

Of children do not gain an early years education



Poverty Issues in Fiji

It's important to know what the issues in Fiji are and why our projects are so important.

Many donors are not aware that over on third of children in Fiji grow up in poverty, living on less than one dollar a day.

Schools are in a poor condition and devoid of basic facilities and most distressingly only 50% of children have access to safe drinking water and proper sanitation.

Although Fiji is a safe and wonderful country and the local people will welcome you with open arms and beaming smiles, children in Fiji grow up in a world of limited education, basic knowledge a severe lack of opportunity.

Our charity is working to provide increased opportunities for children.

We replenish school resources, provide teacher training, help to rebuild essential facilities and through your time and effort as a volunteer, increase standards in education, extracurricular activities and sports.



Inspiring Facts...

You belong to something meaningful

When asking donors for money, it's good to know just what an amazing contribution we are making. Through your support we're enabling children in the remotest areas of Fiji to have access to improved education, health, opportunity and infrastructure. Here are some key facts.

With us this is how you help Fijian communities

Our volunteers support children growing up in hardship through government backed youth programmes

10,000+

children supported each year

1000+

children attend early years education annually

600%

increase in sports participation

60+

Building Projects Completed

Over \$3m

Invested into Fiji So Far

72

Kindergartens created

15%

Increase in school attendance

40%

Improvement in Literacy in Summer 2016

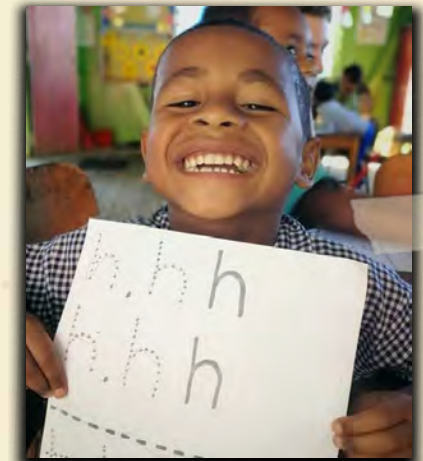
180,000

hours of educational support for disadvantaged children

Harry's Proudest Moments...



- Our first ever team touching down on July 2nd 2009, and having 16 volunteers believing in TP, and taking a leap of faith with us.
- Enabling 1,000 children to receive an early year's education.
- The provision and building of 4 kindergarten schools in 5 years.
- Creation of House Cup competition, providing access for more than 20,000 students to extra curricular activities.
- Two schools re-opened following TP Projects (Waitoga Village School & Bulu Mission School).
- Delivering Sports Outreach workshops across 118 schools.
- Funding 48 building projects across 5 Islands including building 11 health clinics, a school dormitory and installing fresh water to Wawa village.
- \$218,365.80 invested into local employment opportunities - project leaders, building managers and NFC volunteers.
- Levuka 'Milo Kaji' - Volunteers coaching Moturiki U10 and U14 Netball teams to championship glory against the biggest schools in the province.
- Running Sports camps in Fiji's capital, Suva for over 2000 children, led by local Fijian volunteers.
- A Cere ceremony involving receiving whales too in Nasesara village, performed for volunteers, a custom usually only afforded only to high chiefs!



Our Fijian Community

Hear what our friends in Fiji have to say...



“Think Pacific has done a lot in Nasauvuki, in Moturiki and in other parts of Fiji where they have been. They’ve built so many projects that we couldn’t afford to make and they’ve been beneficial to all of us. They lived with us just like families. When they departed, we were all emotional - we were all crying!

It was a great opportunity to have people from overseas to stay with us, to enjoy themselves with us, to eat our food, sleep with us, enjoy cover sessions every night and also enjoy the environment with us. They did a great job, and it was a great opportunity for us to have Think Pacific with us here in Nasavuki.” - Maciu Vasu - Nasauvuki Village, Moturiki Island

“When the Think Pacific volunteers came into the classroom, the closeness that they developed with the children was really unique and special. We are forever grateful to Think Pacific.”



Transparent Costs...

Support for you and Fijian children.

Your project fee provides **you** with an unrivaled experience. This means careful planning, fully supported, expert in country backup, unique adventures and a rewarding itinerary.

Over **30%** of your fee funds our charities long term aims for **Fijian children**.

This is important for 3 reasons:

1. Sustainability

We support schools year round and long term, not just when our projects take place.

2. Locally Led

We place an emphasis on training local people and empowering communities.

3. Widespread

By joining a Think Pacific project you are enabling our charity to support **tens of thousands of children** across all areas of Fiji, not just those children who receive your volunteering help.

Cost breakdown

How is your project fee allocated?



Supporting the Think Pacific Foundation, a registered Charity in England and Wales. Charity number: 1162190

Let's Get Started...

With Some Easy Fundraising Steps!

£0

1. Focus your mindset



2. Research



3. Choose your activities



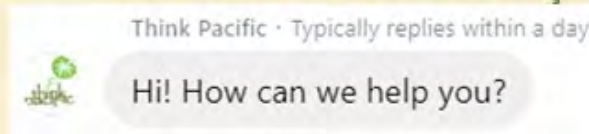
4. Involve your family and friends



5. Spread the word



6. Ask for help!



£1200+

Your Mindset...

Golden rules to achieve success



Someone clever somewhere once said... that the quality of our thoughts dictate the quality of our actions. And so, here's a tip of how to approach every task within your fundraising (or life!) At TP we often use a step by step model to approach tasks. Before you start a task, go through these steps;

1. Mindset

What's the desired outcome? What is your goal? What mindset do you need to achieve this goal? Do you need to be creative, playful, fearless, open, honest or energetic?

2. Planning

How are you going to do it? What do you need to know to complete this task? Put a plan together? Write a checklist? Failure to prepare is preparing to fail.

3. People

Who needs to be involved? How will you communicate with people?

4. Action

The when, what and where to implementing your plan. Then take action on it. Action is the foundational key to success of your fundraising.

9 Success Tips..

1. **Know your WHY.** Connect with you WHY. With a big enough why, we can figure out the how.
2. **Make a Plan** - A goal without a plan is just a wish. Create your roadmap so you know the step you need to take.
3. **Be Clear** - Whether you're writing a letter, or chatting to a member of the local community at a bake sale you're hosting, make sure they know what their donation is for.
4. **Be Organised** - Keep track of how much you've raised & make sure you've got plenty of ideas planned to keep the money rolling in.
5. **Be Bold** - Don't be afraid to ask for help or donations. If you don't ask, you don't get. And always remember, the worst someone can say is no!
6. **Express appreciation** – Thank people, offer to help people, share successes, now matter how small, because it will inspire others.
7. **Make decisions** Often and rapidly and stick to them – say what you mean and mean what you say.
8. **Take action** - all the time, no matter how imperfect – every success story has a 1000's of mistakes and dead ends.
9. **Use the guide** – act on the advice you're given and follow the plan!

Work... Save for your summer

Before we talk about donations and charity challenges it's important not to ignore one of the most straightforward fundraising streams available - Good old hard graft. What ever your uni timetable, there are ways to fit in a little extra work and the day you land in Fiji, its worth every shift!



Freelance

Some of the best paid part time income can be done from home. Copy writing, photography, web design, video production are just some of the skills you may be able to offer. Also look into 'market research jobs' - a great way to sample new products and get paid for the privilege.

Flyer and PR work

If you love talking and meeting new people, why not try some promotional work? Google student brand manager jobs' and you'll be surprised how many companies would love your help to promote on campus!

Where to look?

Try your university careers centre and SU jobs board, sign up to local temp agencies, search local listings on Google, and don't be afraid to hand your CV into all local businesses in person or take a trip down to the local job centre. Search for freelance work on sites such as gumtree.co.uk, Fiver.com or Craigslist.co.uk

Part Time Jobs

From bar work to shelf stacking: labouring, cleaning, farm work, factory or care assistants are in demand. They say a hard days graft is good for the soul! Evening and weekend shifts mean you can fit around studies. Working in a service industry (like a restaurant) can provide amazing tips, almost doubling your wage!

Tutoring

If you excelled at studying English at school, have a proficient knowledge of a second language, or algebra comes easily, then working as a tutor could be a fantastic way to gain an extra income. Have a passion for music? Turn your hobby into an income stream!

Child Care

From babysitting to child care companies. A great way to make some additional money whilst building your skills in working with kids - a win win situation for your project in Fiji. If you don't have local connections, try signing up to an Agency. Private nurseries and kids clubs are often in need of short term help.

University

If you're at uni, then the best job could be right under your nose! Try the Student Union as first port of call, or student gym, the library and jobs boards. Student Ambassador roles are also often paid well!

WE DID IT! YOU CAN TOO!

We funded trips to Fiji every summer at university with part time jobs! Our Top tip - Be sure to bank it into a separate 'Fiji' account - It's too tempting to spend on nights out! Simon & Harry (Co- Founders)



Where to begin...

Lets get started!

Think.. Work

A great starting point for any fundraiser is to secure a part-time job. It will provide you with a source of income you can use towards your Think Pacific expedition. Nevertheless, we are fully aware that not everyone will reach their full amount with a part-time job alone so consider organizing other fundraising activities to reach your desired target.

Think.. Sell

Whether you decide to organise a classic bake sale, sell your old clothes on the Ebay, host a car boot sale or offer your time to do jobs for your family, friends and neighbours; the opportunities are endless to earn some cash. Whatever you choose to sell, you're sure to be moving closer to your fundraising target. Not only that, you will clear your wardrobe of your old clothes and clutter that are gathering dust - And Fiji will teach you you don't need many belongings to live happily!

Think.. Celebrate!

Leverage any occasion worth celebrating as an opportunity to fundraise. For instance, make your birthday an event, organise a party and charge a small entry fee, people will certainly contribute knowing it's going towards a good cause. If partying isn't your thing, ask family and friends for cash instead of the usual birthday gifts.



Challenge yourself...

And harness social media!

Think.. Challenge

People want to see you earn their donation and nothing seems to draw in sponsors like a physical challenge. Run a marathon, take on a 'Tough Mudder', participate in a physical obstacle course, organise a netball/rugby tournament or cycle from one landmark to another. Whatever you decide to do, we guarantee it will be a lot of fun, invite family and friends to get involved by promoting the event. The more people that find out about your events, the more donations you will receive.

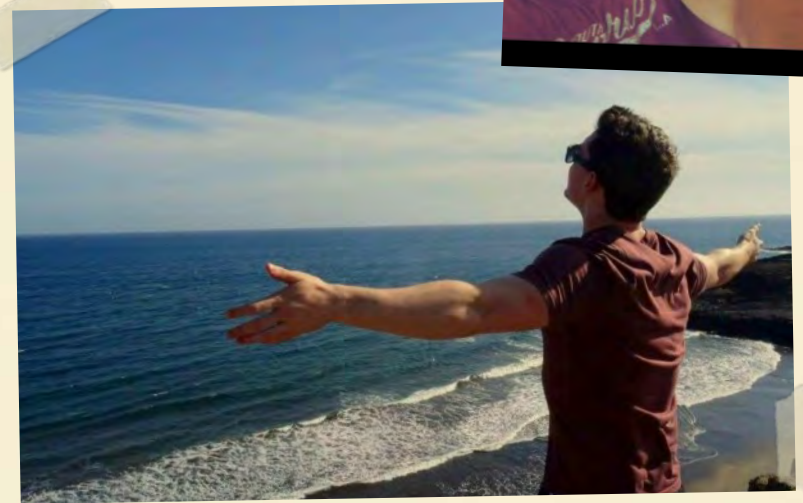
Think.. Crowd Funding

Create a fundraising page where you can collect funding online. People can donate to you using credit card, which makes it so much easier.

GoFundMe.com seems the most popular but research the crowd funding side that you like the best. The money you raise goes to you directly (minus an administration fee), so you can use this to pay your project fee, flights or kit. Search 'Think Pacific' in Go Fund Me and you'll see some great examples.

Just Giving is also a good platform if you're looking to raise just your project fee only (and not flights) - all money from Just Giving goes direct to our charity.

Set your page apart from the others, provide pictures and a clear description of what difference you are hoping to make in the rural communities of Fiji. Take pride in your page and continue to update and inform everyone on everything you'll be doing. Ask your friends and family to spread the word and share your page across different social media outlets.



I raised over £700 in under 30 days by completing a personal triathlon with my very unfit dad! (Rowing machine, 10KM run and a cycle from Scarborough to Harrogate. Posting daily updates on social media was the key to getting the word out and maximising donations to my page.

Rob Lewis, Northumbria University, June

2016 Expedition

Write...

To potential donors

Putting your message out to businesses, charities and organisations can be a fantastic route to gaining a little charitable support and help you achieve your target.

You could send an email, but writing a letter shows more considered thought and the personal touch. You should express clearly your reasons for wanting to join the project and be passionate and inspiring about the impact that their funds may make.

If you're struggling to know where to start, here's an example to help you (but please do use this as an example and add your personality to it!)

TP Top Tip!

The Directory of Grant Making Trusts

Visit your local library for a book called 'The Directory of Grant Making Trusts', If you can't find it ask the Library staff to search their database. This contains details for thousands of trusts who you may be able to apply for funds. **YOU MUST** put work in and go through it (some volunteers have spent a week or more!). Write to every trust you are applicable for. Past volunteers have raised their entire fee through this!

Dear Sir/Madam

In July 2017, I aspire to undertake a youth and sports development volunteer project to assist children in rural Fiji. My project supports a small charity,

the Think Pacific Foundation (1162190) who work in remote villages, where over one third of children grow up in poverty and where over 200 schools were damaged during Cyclone Winston in February 2016.

During my one month project I will experience challenging conditions as I volunteer to deliver a government backed programme to inspire children living in hardship. I shall also donate vital school and sports resources to enable our good work to continue long term.

Through the project my aim is to gain a deeper insight into life in the developing world and use skills gained through my education and extracurricular interests to make a personal difference to children. I hope to immerse myself into the local culture, challenge myself and contribute globally.

To achieve my goal of volunteering and supporting the project in Fiji, I am aiming to raise £1000 towards the charity. Over one third of this funding will be used directly to support the children in Fiji by supplying resources, helping to re-build and equip schools and supporting long term educational initiatives for children and local teachers.

I understand that your organisation has great compassion to assist people in need and the drive to inspire young people from our community to reach their potential in the world. I would be extremely grateful if you would consider assisting me to reach my goal so I may make my ambition to volunteer on this project a reality.

I would sincerely appreciate the chance to speak to a representative from your organisation and answer any questions you have about my charity project or indeed present to you before or after the initiative.

Thank you for taking the time to read this letter and I hope to hear from you soon.

Yours faithfully,

Your name

Grants...

To give you a head-start!

As we mentioned earlier, some of our volunteers have actually managed to reach their fundraising goals just through grants!

To give you a taste of what grants can have offer we've found some which are targeted for individuals volunteering overseas... These should get you excited to delve into the Directory of Grant Making Trusts!



The Ferguson Trust

Each year the Ferguson Trust awards 250 grants worth £300 each to students undertaking gap years. These are given on a first come first served basis and students will only be able to receive one grant.

Volunteer Forever

Volunteer Forever offer travellers scholarships between \$500-1000 to volunteer abroad. Though scholarships are more limited in number they can be used for anything relating to your trip, not just the programme fee!

The GVI Trust

This funding opportunity is specifically targeted as students aged 15-24 in need of financial assistance to fund a volunteering project. This grant is designed to offer students the opportunity to embark on a project that compliments their studies or career plans in some way. These scholarships can be up to £2000, however GVI will not fund more than 85% of the total trip cost, so it is up to you to show your commitment to the project by fundraising the difference!

The Round Table

The Round Table offer grants to volunteers that are working on community projects outside the UK. This opportunity requires a bit more input than the previously mentioned grants. In return for financial support they ask that upon completing a project, grant recipients submit a report and give a presentation about their trip. Although this means more work for you, it's a great opportunity to reflect on your project and to spread the word about Think Pacific's work!

The Jack Petchey Foundation

This foundation offers grants to cover up to 50% of the project cost (max £400) for volunteers aged 11-25 living in London or Essex. Like the Round Table the Jack Petchey Foundation ask you to submit a report summarising your project so they can use it on their website – a great deal if you ask us!

The Sir Philip Reckitt Educational Trust

If you live further up north, specifically Norfolk, Hull or the former East Riding of Yorkshire you can check out the SPRET trust, who exist to help support individuals embarking on educational and overseas projects.

Who can donate...

Spread the word!

Friends & Family

You don't have to look too far when you start looking for sponsors. Your nearest and dearest are your biggest supporters and will be more than willing to help you on your journey towards this life-changing experience.

Classmates & Teammates

One of the easiest ways to expand your request for donations is to ask any groups that you're involved in. Ask your lecturer/coach whether you can take a few minutes at the end of the session to talk about what you are aiming to do in Fiji and how they can make a difference too by supporting you on your journey. You may even inspire some people to join a project themselves. If asking for donations directly feels uncomfortable ask the teacher/coach if you could hold a fancy dress lesson/training session to raise funds.

Coworkers

If you have a part-time job, make sure everyone you work alongside knows exactly what you will be getting up to. Talk to your boss and ask whether you can leave a container out with a note explaining your trip, so members of the public can also donate.

Trusts, Non-Profits & Charities

Research local charities, trusts and organisations that offer support for local people looking to develop themselves or helping less fortunate communities. Examples are Lions Clubs, Rotary Clubs, School Committees, Women's groups, Church Groups etc. It's good to offer to give a presentation when you get back to their group.

Companies

Reach out to local businesses. We've even provided a template letter. Many companies like to support individuals embarking on a life changing experience, especially one that makes an impact to underprivileged communities. Mention that you could provide some photos for their marketing purposes or write about the project for their newsletter or blog.

Our advancement in grass roots Sports for children in Fiji and the impact you'll have by coaching can be a great 'focus' for your fundraising. Organisations are far more likely to donate to you if their aims align with your volunteering. Possible contacts:

- **Sports bodies or professional sports clubs**
- **Youth sports teams**
- **School / university sports teams**
- **Sports shops, suppliers, Health clubs & Gyms**

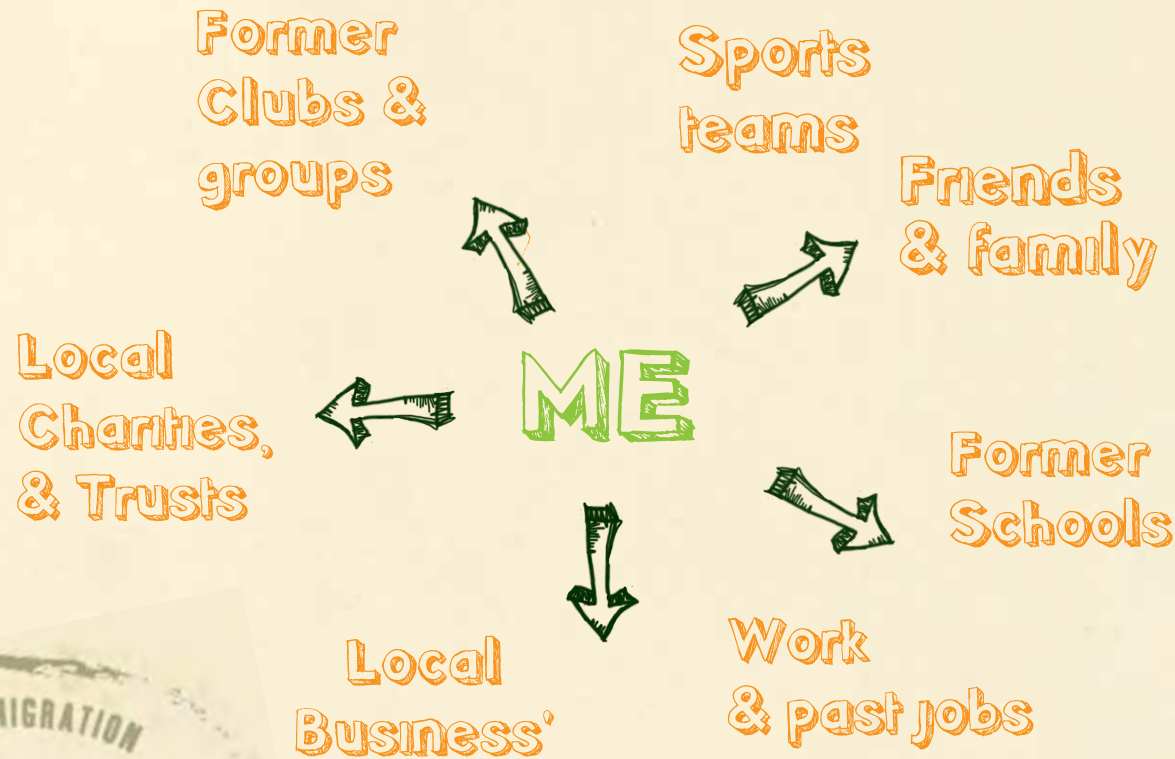
Network Map...

Build your contacts!

Take a sheet of paper and map out all the possible groups of people that could help you. Expand this to your friends and family and you'll be surprised how many contacts you have to approach.

Spread
The
Word!

Ask friends & family to
share with their network...



- Their friends
- Work colleagues
- Extended family
- Local businesses
- Sports teams
- Societies & clubs
- Local Charities
- Churches
- Rotary / Lions clubs
- Local papers
- MP's
- Company links



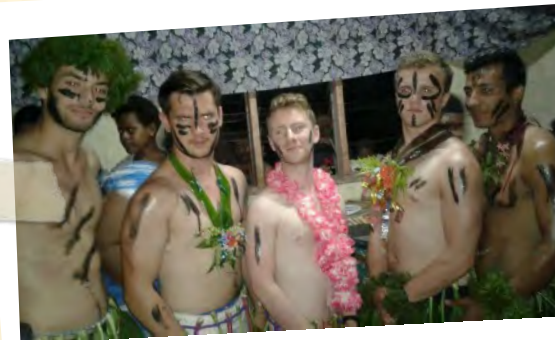
50 ideas..

To reach your goal.

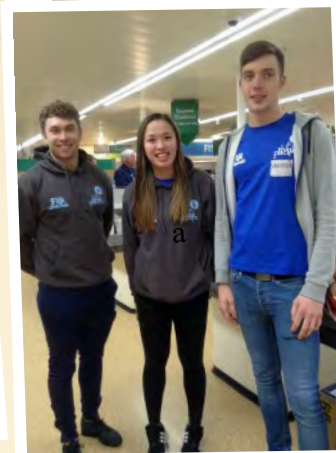
Here's our favourite fundraising ideas, from the simple and straightforward to the weird and wonderful, the choice is yours!

1. Auction
2. BBQ
3. Quiz night
4. Car wash
5. Open mic night
6. Fancy dress night
7. Cake sale
8. Talent show
9. Jumble Sale
10. Battle of the bands
11. Tough Mudder
12. 3 Peaks climb
13. 24 hour run
14. Sponsored silence
15. Sky dive
15. Bike ride / challenge
16. Coffee morning
17. Race night

18. Book sale
19. Ebay sale
20. Fiji 'tropical' themed party
21. Treasure hunt
22. Video game contest
23. Football tournament
24. Dog walk
25. Non uniform day
26. Bungy jump
27. Tug of war contest
28. Carol singing
29. Halloween party
30. Burns night
31. Darts match
32. Yoga class
33. Marathon
34. Jewellery making
35. Sponsored hair removal/ dye



Fiji themed party at Exeter University



Leeds Trinity Students
bag-packing in Morrisons

36. Sports competition
37. Dinner party
38. Supermarket bag packing
39. Swimathon
40. Murder mystery night
41. Garden fete
42. Triathlon
43. Donut sale
44. Bingo night
45. Treasure hunt
46. Battle of the bands
47. Fashion show
48. Sponsored walk
49. Wine tasting
50. Club night

Success Stories



Will's cycling challenge..

I raised my full project fee through fundraising alone, the biggest success being a cycle challenge I organised from the Principality Stadium in Cardiff to Twickenham Stadium which took 2 and a half days! I planned the whole event myself and received lots of support from friends and family, some of whom also ran alongside at different stages of the route with buckets to we could collect more donations. Big thanks to my mum especially for sharing the page constantly to all her friends, family and colleagues!

Will Trumper, 19
June 2016 project



Tabitha inspires her colleagues..

To save up for my project I worked at a Solicitors firm, Pinsent Masons to fund the flight and gain some great work experience as my ambition is to study law..

After meeting Simon from TP, he suggested I wrote to the company partners and ask if I could present to them about the project and what it will achieve. I researched Fiji and the biggest thing that struck me was the lack of school resources and opportunity the children have, especially the lack of girls receiving further education. The firm and my colleagues really got behind me and my passion to help.

I organised sponsored activities at work including cake sales and a 10k run too. I exceeded the fundraising total and donated extra to the charity to provide even more resources to the children in Fiji. It was a rewarding feeling knowing I'd worked so hard to get here and ensured I made the most of each day.

Tabitha Candy, 18
May 2016 project



Recap...

12 Top tips to remember..

1. Know Your 'Why'
2. Create Clear Goals
3. Plan your events
4. Use your connections
5. Take action baby steps
6. Be fun, playful & thankful
7. Be creative
8. Be resourceful
9. Be confident
10. Be professional
11. Be ok with the word "no"
12. Have Fun!

Connect & share
your success!

WEBSITE

www.thinkpacific.com

FACEBOOK

www.facebook.com/thinkpacific

INSTAGRAM

www.instagram.com//thinkpacific

TWITTER

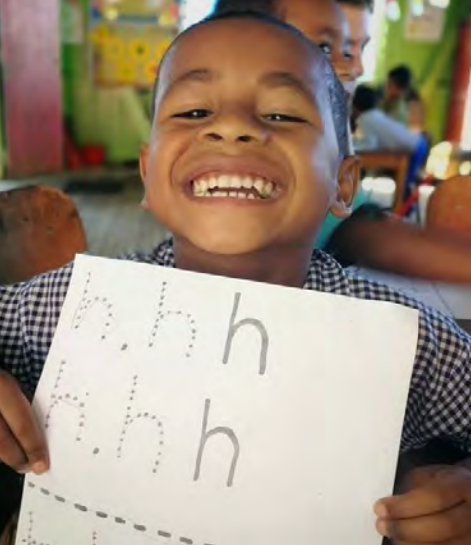
@/thinkpacific

Good Luck!
The TP team

Posters...

To use at fundraising events!





Fundraise for Fiji!

Your donations will support children growing up in poverty to gain access to government backed youth initiatives!



In Rural Fiji 75% of Children Live in Poverty



Your donations will help Think Pacific empower disadvantaged youths to overcome poverty issues and get access to the education they deserve.



- Less than 5% of children in rural Fiji have access to early years' education.

Through government backed programmes Think Pacific helps 1000+ children attend early years education each year.

Your donations will help to support even more children!



Some of Think Pacific's Achievements so far...

10,000+

children supported each year

1000+

children attend early years education annually

600%

increase in sports participation

15%

Increase in school attendance

40%

Improvement in Literacy in Summer 2016

180,000

hours of educational support for disadvantaged children