

## WAYS & MEANS

The Ways and Means Chairman initiates and directs activities to raise funds to enable your chapter to take advantage of opportunities for its growth and experience.

As Ways and Means Chairman, you are:

- ▪ responsible for researching and presenting to your chapter projects which will raise funds for your chapter treasury.
- ▪ to appoint all necessary committees to carry out projects chosen by your chapter.
- ▪ to serve as chairman or appoint an appropriate member to be responsible for each activity.
- ▪ to keep adequate records of expenses and income, contacts, ideas, etc. for all projects.

### Helpful Hints

- ▪ Watch your newspaper for ideas from other organizations. What works for them might possibly work for you, too.
- ▪ Many chapters elect to conduct one major event as opposed to several small revenue projects throughout the year. This is a decision that should be made by your committee and WM at the first of the year, and presented to the members for their approval.
- ▪ Your chapter might elect to conduct a special project sometime during the year to raise funds for your own chapter's personal use, i.e., help defray initial new membership fees, pay city council, state and IC dues, provide funds for subscriptions to your state newspaper, or reduce expenses of members attending conventions.

Three major areas you must first consider are pre-planning, cooperation, and publicity.

- A. A. Pre-planning: Examine your budget, set a goal, and completely investigate all details.
- B. B. Cooperation: Select a project that fits your chapter and community. Be prepared and enthusiastic, if you are sold on the idea, you'll sell it to others. Avoid community conflicts when scheduling.
- C. C. Publicity: Work with your chapter's Publicity Chairperson to help get the word out. Some ideas on publicity are to contact radio and TV stations for public service spots, purchase a newspaper ad, request the use of marquees at banks and fast food restaurants, and make posters and flyers for malls and businesses. Talk about your coming event to everyone you come in contact with.

When going over ideas for the year, consult with your chapter's Philanthropic Chairperson so money can be raised for philanthropic projects, as well as the chapter's operating budget.

There are many ways to raise money for your chapter. Below is a list of a few projects that have been successful. You may also find more ideas

Rummage sale  
Car wash  
Sell stationery, note cards, etc.  
Tupperware or make-up party  
auctions  
Golf tournament  
Pancake feed  
Run gift wrap booth at mall  
Cute baby contest  
Breakfast with Santa/Easter Bunny  
Picture with Santa/Bunny  
Deliver phone books

Candy sale  
Fashion show  
Concessions  
Toy party  
Serve food at

Bake sale  
Ice cream social  
Christmas bazaar

Home tour  
Haunted House

Fall and Spring Children's Clothing Sale

fall plant sale

Basketball Tourney  
Baseball Tourney

Food that can be frozen sales

## FUND RAISERS

We are here today to give you some ideas on how to raise money for your Chapter. There are many things that you can do where you are not charging your members. What we are going to give you today are just suggestions and you may have to adjust them to your area.

**REST STOPS:** Number 1 on the list would be to work the Rest Stops. This is a very good money maker and you get in new money. These Rest Stops come under the Department of Transportation in each County and each County is run separately. You would need to contact the office in your area to see how and when you put in for one. It might be that you would have to together with the lodge or another Chapter if you can't get enough of your Chapter members to fill all the spots.

All you are required to provide is coffee; however most people would like a cookie or some other goodie. You might be able to get bakery goods from your local supermarket. Just ask them for their day old goodies to serve at the Rest Stop. This is also a way to get our name out before the public. We have for you the phone numbers for information on the various Rest Stops.

**HAND OUT FLYERS...**

**BAZAARS:** In some areas these are not very profitable. Instead of calling it a Bazaar, you can call it an Arts and Craft Fair and rent tables to outside vendors. Then your Chapter can have a table and also work the snack bar. You can serve coffee and donuts in the morning and serve soup and hot dogs for lunch. This does bring in outside people and your Chapter members are not making something and then buying it back. Advertising is a big item for this event and you can't have too much.

In many areas Banks will pay you to come in and provide coffee and cookies for their customers. You can talk to the banks in your area and see if this is something they would like to do.

**INSERTS:** Within your Chapter there are several things that you can do. If you send out a Newsletter, you can put in a silly letter whereby the members can fill out and send back with a donation. If they don't want to fill it out, they can just send in a donation. This is especially good for those members

that live a ways away and cannot get to Chapter. They feel that they are still participating. Here are a few suggestions and since these were done a few years back, you might want to change the amounts:

1. Family Tree
2. Special Benefit Brunch
3. Silly Tax

I have copies of these that you can take with you. These are just suggestions but it will give you an idea.

**CHINESE AUCTIONS;** You can have auctions such as a Chinese Auction. This is where you start the bidding say at \$1.00, the next person bids \$1.25. Then they put in \$.25. As each person bids, they put in just the difference between the bid and what they bid. These can be a lot of fun and nobody really spends a lot of money.

You can have a pie party where you can sell tickets. The people would come and play cards and then have a piece of pie. If you don't want to sell tickets, then you can charge for the pie. You can have non-members come to this and perhaps you would get people interested enough to join.

**RAFFLES:** Then there are raffles. You can have a raffle every other month. No one minds paying \$1.00 per ticket. Each time you can have someone different in charge. That way you can have different items.

If you want to have only 1 raffle during the year, make sure that it is a nice prize that people would want to win. Then sell tickets outside your Chapter.

You can approach your Masonic Lodge and see if they would like you to cater a meal for them, or take care of the refreshments after their Installation. In many instances this has helped get new members.

In many areas you can help with inventory at local stores. This is something that you would have to check out.

**RUMMAGE SALES:** This is a good way to raise money and meet new people. Someone is always ready to find a good bargain. Maybe during the last hour, you can sell grocery bags for \$1.00 each and everything they can

get in the bag is theirs. This will help get rid of items so that you don't have to haul them away.

**CAR WASH:** This is a way to get the kids involved. Maybe you can do this in connection with Jobies, Rainbow or Demolay. Ask a local gas station if you can have one at their place. This will not only benefit you, but it will give the station advertising.

**BREAKFAST:** Perhaps you could have an Easter breakfast on the Saturday before Easter. You can sell tickets to the breakfast and then have the children's picture taken with the Easter Bunny. You can charge for the picture if you want.

**GIFT WRAPPING:** Maybe you can get a booth at your local mall and gift wrap Christmas gifts for people. You not only can make money but you can make our Order known to the public. If you don't have a mall in your area, perhaps you could contact your local department store or drug store and see if you can have a corner to do this.

There are many more things that you can do depending on your area. You can have a **HAUNTED HOUSE, BAKE SALE** or **SPONSOR A SPORTING EVENT**. Each one will have to check out what would work in their area.

## SILLY TAX BILL

Since this is the season for taxes, let's share with our sisters in having a moneymaking project, and having some fun, for you'll see that we are taxing your DEAREST property. Now, when the tax is figured and you know just what you owe, send this form right back to us and PLEASE don't forget your check, because there will be NO penalties and NO delinquent notices sent.

### TAX FORM #76

|  |      |     |  |
|--|------|-----|--|
| I live in a house  | \$   | .20 |  |
| I live in an apartment/condominium                         |      | .20 |  |
| I live in a mobile home                                    |      | .15 |  |
| I have _____ TV sets                                       | each | .15 |  |
| I have _____ Radios  | each | .15 |  |
| I have _____ Stereos                                       | each | .15 |  |
| I have _____ Cameras/camcorders                            | each | .15 |  |
| I have _____ Telephones                                    | each | .15 |  |
| Family members in my house: _____                          | each | .15 |  |
| I have _____ Grandchildren/Great- Grandchildren            | each | .15 |  |
| I have _____ Dogs  | each | .15 |  |
| I have _____ Cats  | each | .15 |  |
| I have _____ Other Pets                                    | each | .15 |  |
| My age is under 75but over 40                              |      | .50 |  |
| My age is under 40   |      | .25 |  |
| I have _____ Boats   | each | .25 |  |
| I have _____ Motor homes/campers/trailers                  | each | .25 |  |
| I have _____ Cars/Trucks                                   | each | .15 |  |
| I have the following: _____ Washers _____ Dryers           |      |     |  |
| _____ Refrigerators _____ Freezers _____ BBQ's             |      |     |  |
| _____ Crockpots _____ Can Openers _____ Beds               |      |     |  |
| _____ Electric frying pans _____ Microwave Ovens           |      |     |  |
| _____ Houseplants  | each | .10 |  |
| I have the following: _____ Watches _____ Furs _____ VCR's |      |     |  |
| _____ Rings _____ Bathtub Rings _____ Formals              | each | .10 |  |
| I have _____ Clocks  | each | .10 |  |
| I have blue eyes _____ I have green eyes _____             | each | .10 |  |
| I have brown eyes _____ I have other color eyes _____      | each | .10 |  |
| I wear glasses _____                                       |      | .10 |  |
| I wear Contacts _____                                      |      | .10 |  |
| <br><b>DAILY</b>   |      |     |  |
| No. of phone calls ( Average)                              | each | .02 |  |
| Cups of Coffee or Tea                                      | each | .03 |  |
| Letters in full Name _____                                 | each | .03 |  |
| Letters in Address _____                                   | each | .03 |  |
| Numbers in Address _____                                   | each | .04 |  |

### MY SILLY TAX IS: \_\_\_\_\_

Name: \_\_\_\_\_ Thanks SO MUCH FOR YOUR SUPPORT!!

Please return this form and your check to the \_\_\_\_\_ Meeting or Mail to: \_\_\_\_\_

This is a voluntary project, you are not required to participate, but it would be nice if you could.

## **BAKELESS BAKE SALE**

We have some news for you today:  
Our BAKELESS BAKE SALE's on the way!  
You'd be surprised if you counted the cost  
Of materials, heat and the time you've lost.  
Cooking for sales means extra work,  
Yet nobody really wishes to shirk;  
So we've thought of a plan that's really grand,  
And we know that you will understand  
That in this envelope you'll put the price  
Of cookies, pies, cakes or something nice.  
Then without fuss or bother you've done your part,  
And we know that you've given with a willing heart.  
So this is the end of our little tale,  
And the wish for success for our BAKELESS BAKE SALE.

Please return your check made out to \_\_\_\_\_  
in the enclosed envelope by \_\_\_\_\_  
Proceeds from our Bakeless Bake Sale will support the \_\_\_\_\_ Fund.

With Star love and many thanks for your participation,

\_\_\_\_\_  
Chairman

Approved

\_\_\_\_\_  
Worthy Matron

You're Invited to a  
Special Benefit Brunch!!  
Sponsored by  
\_\_\_\_\_ Chapter No. \_\_\_ OES

Place- Your Own Home  
Hour- The most convenient time  
Purpose-Funds for ESTARL

The most delightful benefit,  
You never will attend.  
For you don't have to come,  
It's money that you send.  
No cookies to bake,  
No silver to lend  
No linens to launder or beg from a friend  
You don't have to worry,  
About what to wear  
No bus fare or parking to give you a care  
And if you have cookies that day on the shelf  
Don't bother to dress-just...  
Eat them yourself

R.S.V.P.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

By cash or by check as the Spirit moves you  
On or before January 1, 2006  
Checks payable to \_\_\_\_\_ Chapter



**DEAR SISTERS AND BROTHERS,**

I have the honor and privilege of serving \_\_\_\_\_ Chapter as the Cancer Chairman for this year. This disease has affected many of our own personal lives as well as friends and relatives. So with that said, we are asking YOUR help in the way of a fund raising project.

Please fill in spaces, add up your donation, make your check payable to \_\_\_\_\_ Chapter, and return to us In the enclosed envelope.

1. Each brother or Sister.....20 cents
2. Each Child.....20 cents
3. Each Grand Child.....25 cents
4. Each Great Grand Child.....50 cents
5. Each letter in your name.....05 cents
6. Each car owned.....20 cents
7. Each T.V.....20 cents
8. Each Clock in your House.....10 cents
9. Failed to come to Chapter.....\$1.00
10. Failed to pay dues on time.....\$1.00

Have Fun and support this charity.

Star Love,  
\_\_\_\_\_