

THE NAVIGATORS

Golfer Fundraising Packet



2009

Golf-A-Thon

Unlimited All Day Format

Monday, September 21st, 2009 (rain or shine)

Cattails Golf Club

South Lyon, MI

Fundraising Information Packet for Golfers

All Day Unlimited Hole Format

PLEASE READ CAREFULLY

This packet of information is for those who have signed up to help raise funds for the ministry of The Navigators' Lansing, Ann Arbor and Metro Detroit ministries by being part of our 18th annual Golf-A-Thon fundraiser to be held this year on Monday, September 21st, 2009 (rain or shine).

If you have not signed up, please do so through our website at MichiganNavGolfathon.com or call our Golf-A-Thon event coordinator, Bob Reusser, at 517-327-7984, or our volunteer coordinator, Doug Stout, at 734-741-0431.

WHAT IS THE GOLF-A-THON: The Golf-A-Thon is a yearly fundraising event for the ministries of The Navigators from the Lansing, Ann Arbor and Metro Detroit areas. It takes place at the scenic, challenging Cattails Golf Course in South Lyon, Michigan. The course is reserved for the entire day, so golfers who play in the all day/unlimited format can play as much as they desire, 18 or 96 holes! **Come for the whole day or part of the day, even after work, as fits your schedule.**

Each golfer who is part of the all day/unlimited hole format of the Golf-A-thon, is asked to raise a minimum of \$1000.00 in donations to play in the event, or to give a donation themselves, plus send 25 letters to others asking them to give a tax-deductible gift along with him or her.

If you are working to raise \$1000.00 in donations, this can be done by the golfer contacting 15-20 friends, and inviting them to sponsor him or her to play in the Golf-A-Thon with a tax-receiptable gift of \$50 - \$100 each. Gifts will go towards the ministry of The Navigators as part of their giving to the Lord and the work of His Kingdom.

In return for golfers recruiting gifts from sponsors, we provide a entire day of golf with carts, balls, food and prizes all provided free as our way of saying thank you. There are special prizes for those who raise \$1200 and \$1500 or more from sponsors (overnight golf packages, restaurant certificates, etc).

On Monday, September 21st, 2009, we will have the entire course reserved for play from 7:30 am until 6:30 pm. Driving range will be open at 7:00 am. We'll have coffee ready at 7:00 am when you arrive, snacks and drinks throughout the day, and a lunch buffet at 1:00 pm. **Frank Tanana from the Detroit Tigers will be sharing some highlights from his life story with us during lunch.** There will be no evening dinner (play until 6:30 pm if you'd like and eat dinner OYO on the way home). Golf carts and balls are provided for the entire day.

GOLF FORMAT: In order to preserve the all-day/unlimited hole format of the event for those individual golfers who are raising funds, the number of golfers will be limited so sign-up early. We will be using "Quick Play" rules all day for all golfers to help those who will be playing 76-92 holes as part of their fundraising—twosomes only, individual carts for each golfer, no practice swings, pick-up ball within putter's length of pin, don't wait for your partner to hit, leave lost balls, etc. "Quick Play" averages about nine holes every 50-55 minutes at a comfortable pace without rushing and is a lot of fun.

NOTE: We will also be having a foursome scramble format, once in the morning from 8:30 am until 1:00 pm, and once in the afternoon from 2:15 pm until 6:45 pm. In order to keep the all day/unlimited hole golfers and the foursome scramble golfers separate on the course, we will alternate each group using the front nine then the back nine during the scrambles. The rest of the day, the entire course is open to the all day/unlimited hole golfers.

THE PURPOSE: To raise significant funds to help support the ministry of The Navigators in the Lansing, Ann Arbor and the Metro Detroit areas to keep these ministries thriving and growing.

THE MISSION: The Navigators is an international Christian missions society that exists “To Know Christ and To Make Him known” throughout the world. See the 7th page of this printout for more information about The Navigators, or go to our event website at MichiganNavGolfathon.com.

GETTING STARTED IN RECRUITING SPONSORS:

1. SIGN-UP... If you haven't contacted us to confirm that you'd like to be part of this year's Golf-A-Thon, please do so immediately. Sign-up through our website at MichiganNavGolfathon.com or contact our Golf-A-Thon event coordinator Bob Reusser, at 517-327-7984, or our volunteer coordinator, Doug Stout, at 734-741-0431.

2. GET SPONSORS:

- A. START NOW!** The success and effectiveness of this event depends on your faithfulness to recruit sponsors. We are asking each golfer who plays in the all-day/unlimited format to raise a minimum of \$1000 for this year's Golf-A-Thon, or to give a donation themselves, plus send 25 letters to others asking them to give a tax-deductible gift along with him or her, with special incentives & prizes for those who raise \$1200 or \$1500 (this is easier than you might think).
- B. WHERE TO FIND SPONSORS:** Everywhere – relatives, neighbors, business associates, companies, friends from your church, small group, bible study or ministry team – you name it! Start by prayerfully making a list of those you could ask to sponsor you. Ask the Lord to guide you in whom to ask. **Plan on asking a minimum of 15-20 friends if they would sponsor you with an average cash gift of \$50 - \$100, or \$.50-\$1.00 per hole played (based on 72-90 holes played).**

Some ideas that others have used in the past...

- Carry the tri-fold Golf-A-Thon flier (can be printed from our Golf-A-Thon website) with you to use in telling others about the event and asking them to sponsor you.
- Set aside a few hours to phone people you know and ask them to sponsor you. The easiest way is to take pledges right over the phone. You can also follow up the phone call with a simple letter or ask for a designated amount during the call.
- Send out a letter (an example you can copy and use is in on the 5th page of this printout) with the tri-fold Golf-A-Thon flier to people asking them to sponsor you. **
- Send out an email with the details of the event asking people to reply and sponsor you. ** Include our website – MichiganNavGolfathon.com.

** Suggestion...for letters and email, personally phone those that have not replied to you by September 15th. They may have misplaced the information, and a personal contact is always helpful.

C. PROCEDURE TO RAISE GIFTS:

1. Tell people you are raising money for The Navigators. Your manner and especially your enthusiasm are BIG factors.
2. 90% of the time you will receive the amount you ask for, so don't stop by just asking them to consider sponsoring you. Take the next step and **ask them if they would consider sponsoring you with an average cash gift of \$50 - \$100, or \$.50-\$1.00 per hole played (based on 72-90 holes played).**
3. **ASK, ASK, ASK!** You will be amazed at how willing people are to sponsor you once you tell them about the event and The Navigators. You just have to ask!
4. Record the designated amount they'd like to give, or give them a tri-fold Golf-A-Thon flier (can be printed from our Golf-A-Thon website) to fill out and send back to you. If people want to simply write you a check, have them make it payable to "The Navigators."
5. Clearly summarize all gift information on the "Golf-A-Thon Donors" sheets (see the 6th page of this printout), being sure to check all names and addresses. Arrange to give them to one of the Golf-A-Thon committee members on Monday, September 21st at the event. After the event, we'll send out a note of thanks to those on your list and an envelope to use to send in their gift.
6. **IMPORTANT...** You can also help in raising funds by recruiting new golfers to be part of the event. Tell others about the website (MichiganNavGolfathon.com) and the event who may be interested in playing in the Golf-A-Thon or in volunteering to help raise funds without golfing. **If you recruit another golfer or non-golfer who volunteers to help raise funds, and they raise the minimum \$1000 (they can also send out letters to others), we have a gift certificate for you for dinner for two at Applebee's (or equivalent).** You can give them a copy of this printout to help them or direct them to the Golf-A-Thon website.
7. As always, you should remind your sponsors that The Navigators is a non-profit organization, and their gifts are fully tax-deductible.

D. REMEMBER THE INCENTIVES: For those raising \$1200 or \$1500 or more, we have special prizes such as an overnight golf get-away package at Lakewood Shores golf resort in Oscoda, MI, dinner for four at Applebee's or Mongolian Barbecue (or equivalent). The free day of golf on September 21st and these special prizes are our way of saying a special thanks for your work!

SCHEDULE FOR THE DAY – MONDAY, SEPTEMBER 21st, 2009

- 7:00 am – Golfers begin to arrive at Cattails Golf Course in South Lyon (rain or shine!)
Coffee will be ready – Finalize all sponsor information.
Sign thank-you letters to your sponsors.
- 7:20 am – Instructions/Details for the day.
- 7:30 am – All day/Unlimited format golfers go to carts and out to assigned holes – shotgun start
TEE OFF with 2 golfers per hole, each golfer with their own cart.
Snacks & drinks will be provided throughout the day, as well as a lunch buffet at 1:30 pm
- 8:30 am – 1:00 pm – Morning foursome scramble (alternated between front and back nine so the scramble golfers will not interfere with the all-day/unlimited hole golfers).
- 1:00 pm – Lunch buffet for all golfers – Frank Tanana sharing highlights from his life.
- 2:15 pm – Golf-A-Thon (all day golfers) resume play
- 2:15 pm – 6:45 pm – Afternoon foursome scramble (alternated between front and back nine so the scramble golfers will not interfere with the all-day/unlimited hole golfers).
- 6:30 pm – All day/Unlimited format golfers finish golfing and head for home – Thanks!

FOR MORE INFORMATION...Contact someone on the Golf-A-Thon committee:

Doug Stout (734-741-0431) – Volunteer event coordinator

Lee Twombly (734-834-8517) – Metro Detroit

Bob Adgate (734/663-2336) – Ann Arbor

Bob Reusser (517-327-7569) – Lansing

Dennis Williams (734-748-2919) – Metro Detroit Area

You can also contact us through our event website at MichiganNavGolfathon.com

LETTERS TO SEND TO PERSPECTIVE SPONSORS

The next two pages are two letters you can print and send to prospective sponsors.

The first letter is to be used if you are giving a donation yourself, plus sending letters to 25 others asking them to also give a donation along with you.

The second letter is to be used if you are working to raise \$1000.00 totally from sponsors.

Call us if we can be of any help.

THE NAVIGATORS

To know Christ, and to make Him known...

Dear

The Navigators is an international Christian missions organization that for over 75 years has been developing relational ministries of evangelism and discipling around the world (4090 staff of 64 nationalities ministering in 104 countries) focused especially on those who do not yet know Christ. Every week, The Navigators in Lansing, Ann Arbor and Metro Detroit minister as cross-cultural urban missionaries in our increasingly secular culture, stimulating people in their thinking about God, helping them come to faith in Christ, discipling and mentoring new believers, and training others to live as fruitful disciples of Christ as “insiders” in their spheres of influence. They develop teams of Christians who reach others in their neighborhoods, workplaces, campuses and in the inner-city with the transformational message of Christ. For more information about The Navigators, visit their national website (www.navigators.org).

I have seen the impact of the ministry of The Navigators, and would like to help in raising funds for their ministries this year as part of their 18th annual Golf-A-Thon fundraiser on Monday, September 21st, 2009.

As I give a donation to The Navigators, could I ask if you would also give a donation along with me to further the work of The Navigators in Michigan? Because I am convinced of the long-term significance of this ministry, I am sending this letter to my friends, relatives and associates, asking them to pray and consider partnering with me. This is a major fundraising event, so I appreciate your generosity. For more information, go to the Golf-A-Thon website (www.michiganavgolffathon.com).

Below is a form that you can fill out and mail back to The Navigators for me. The Navigators is a 501(c)(3) tax exempt organization, so you will receive a tax-deductible receipt for your gift.

Thank you for being generous. If you have questions, contact me directly or the Golf-A-Thon event coordinator, Bob Reusser, 517-327-7984.

With sincere thanks,



-----*Detach and return by mail to*-----

The Navigators – 42321 Ann Arbor Rd. E., Ste. 200, Plymouth, MI 48187-4356

Yes, I would like to help _____ in raising funds for
The Navigators in conjunction with the September 21st Golf-A-Thon fundraiser.

Name: _____ Phone: _____

Address: _____ City: _____ St. ____ Zip: _____

Cash Gift: ___\$50___ \$75___ \$100___ \$150___ \$250___ \$500___ Other amount: _____

Check one: Check enclosed payable to “The Navigators”

Give by credit card – Call (719) 594-2327 or (866) 568-7827 (toll-free) and ask to give a gift to the Michigan Ministries Funding account (NAVID 133025)

Designated gift – After the September 21st Golf-A-Thon, send me a reminder and a return envelope to use in sending in my gift.

THE NAVIGATORS

To know Christ, and to make Him known...

Dear

The Navigators is an international Christian missions organization that for over 75 years has been developing relational ministries of evangelism and discipling around the world (4090 staff of 64 nationalities ministering in 104 countries) focused especially on those who do not yet know Christ. Every week, The Navigators in Lansing, Ann Arbor and Metro Detroit minister as cross-cultural urban missionaries in our increasingly secular culture, stimulating people in their thinking about God, helping them come to faith in Christ, discipling and mentoring new believers, and training others to live as fruitful disciples of Christ as “insiders” in their spheres of influence. They develop teams of Christians who reach others in their neighborhoods, workplaces, campuses and in the inner-city with the transformational message of Christ. For more information about The Navigators, visit their national website at www.navigators.org.

In an effort to raise the necessary funds to keep this mission thriving and growing in the Lansing, Ann Arbor and Metro Detroit areas, The Navigators are hosting their 18th annual Golf-A-Thon fundraiser on Monday, September 21st, 2009 at Cattails Golf Course in South Lyon, Michigan. I will be playing in the Golf-A-Thon to help raise funds (see the event website – MichiganNavGolfathon.com). My goal is to raise a minimum of \$1000 in donations to go towards the ministry of The Navigators.

I will be asking 15-20 friends if they would sponsor me with an average cash gift of \$50 - \$100, or \$.50-\$1.00 per hole played (based on 72 – 90 holes played). Would you consider being one of these? Together we can enable The Navigators to continue to take the gospel to those who don't know Christ.

Below is a form that you can fill out and mail back to The Navigators for me. After the event, The Navigators will send you a thank-you letter and an envelope to use in sending in your gift. The Navigators is a non-profit organization and you will receive a tax-deductible receipt for your donation.

Thank you very much, If you have questions, contact me directly or the Golf-A-Thon event coordinator, Bob Reusser, 517-327-7984 or our volunteer event coordinator, Doug Stout, at 734-741-0431.

-----*-Detach and return by mail to -*-----

The Navigators – 42321 Ann Arbor Rd. E., Ste. 200, Plymouth, MI 48187-4356

Yes, I would like to help _____ in raising funds for
The Navigators in conjunction with the September 21st Golf-A-Thon fundraiser.

Name: _____ Phone: _____

Address: _____ City: _____ St. ___ Zip: _____

Cash Gift: ___ \$50 ___ \$75 ___ \$100 ___ \$150 ___ \$250 ___ \$500 Other amount: _____

Golf Sponsorship: ___ Per Hole ___ Per Birdie ___ Per Other _____
(Enter Amounts) (based on 72-90 holes played) (Explain)

Check one: Check enclosed payable to “The Navigators”
 Designated gift – After the September 21st Golf-A-Thon, send me a reminder and a return envelope to use in sending in my gift.

Golf-A-Thon Sponsors

Golfer's name _____

Each golfer is asked to raise a minimum of \$1000 from sponsors

Sponsor Information <i>(Please print legibly)</i>	Cash given - check enclosed	Cash gifts designated to be given	Amount designated per hole	Other designated gifts	Total of checks and designated gifts
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					
Name _____ Phone _____ Address _____ City _____ State _____ Zip _____					

Please have all checks payable to "The Navigators"

(Make copies of this sheet as needed)

Facts about The Navigators

May 2009

- The Navigators is an international Christian mission organization that for over 75 years has been developing relational ministries of evangelism and discipling around the world (4090 staff of 64 nationalities ministering in 104 countries) focused especially on those who do not yet know Christ. Every week, over 40 Navigator staff throughout Michigan minister as missionaries in our increasingly secular American culture, stimulating people in their thinking about God, helping them come to faith in Christ, discipling and mentoring new believers, and training others to live as fruitful disciples of Christ in their daily spheres of influence. They develop life-centered relational ministries of evangelism and discipleship in work places, neighborhoods and communities, and in specialized areas such as colleges and military bases. There are 15 ministry groups within the U.S. Navigators, which include:
 - U.S. Metro Cities
 - Church Discipleship
 - Ethnic
 - Hispanic
 - International Students
 - Youth
 - Military
 - University & College
 - Nav Press
 - Business & Professional
 - Rural & Small towns
 - b2g (those in their 20's)
- The ministry of The Navigators began in 1933 through a young Californian, Dawson Trotman, growing out of his work with young men and sailors on the West coast. By the end of WWII, thousands of men on ships and bases around the world were being helped by The Navigators. Many hours were spent with individual sailors in Bible study, Scripture memory and prayer, with an emphasis on each teaching another what he had learned. From that point, God continued to bless the work and caused it to spread to college campuses, U.S. communities and overseas countries. For more information on the history of The Navigators, we recommend reading the book *Daws* by NavPress. You can also go to our national website (www.navigators.org) or our Detroit website (www.navigatorsdetroit.com).
- The international mission statement of The Navigators is “To advance the gospel of Jesus and His Kingdom into the nations through spiritual generations of laborers living and discipling among the lost”.
- The Navigators have been recognized for many years by the body of Christ for their gifting in follow-up, discipleship and creativity in relational evangelism. They have had a significant role in developing follow-up and counselor training materials for the Billy Graham organization and also for Promise Keepers.
- NavPress is the publishing arm of The Navigators, and is recognized world-wide for quality discipling and Christian growth materials – www.navpress.com



To know Christ, and to make Him known.

For further information contact:
The Navigators Metro Detroit Office
42321 Ann Arbor Rd. E., Ste. 200
Plymouth, MI 48170-4356
Phone/Fax 734/459-0517
Email – Connect@NavigatorsDetroit.com