FUNDRAISING *for HOSA Chapters*

Participation in HOSA beyond the chapter level often involves a variety of costs, ranging from travel and registration to the purchase of specialized competitive event materials. HOSA advisors are often bombarded with a variety of options and opportunities for chapter fundraising.

While the majority of the ideas and materials provided by fundraising companies are safe and ethical, there exists the possibility that some fundraising recommendations may conflict with local law or school district policy. Chapter advisors and HOSA members should review school fundraising policies prior to the beginning of their efforts.

Any fundraising that will entail the sale of products should be carefully monitored and supervised by the chapter advisor. It is also recommended that before selecting a vendor for the product that the chapter leadership review the fundraising information published by the Association of Fund Raisers & Direct Sellers (AFRDS). Tips on fundraising and related checklists can be found on the AFRDS website at www.afrds.org.

The AFRDS website contains a fundraising tool kit that can help chapters make sound fundraising decisions. The site includes questions to ask a company before hiring them; details to watch for when signing a contract; money handling tips; suggestions for workplace fundraising and much more.

Other HOSA fundraising tips:

When fundraising for a charity such as the American Cancer Society, consider participating in one of their programs, such as Relay For Life. Such an activity provides participation in an important event without having to do as much organizing and planning.

Another option for a charitable organization involves collecting donations at a school or community activity – such as a football game. This provides cash donations with less effort and bookkeeping.

NEVER let an individual HOSA member accumulate excessive debt. For example, when selling candy, never give an individual student more than $50 worth of candy. Make sure the member turns in outstanding money before he or she is given more candy to sell.

KEEP VERY CAREFUL RECORDS!

Be sure HOSA members know the expectations for fundraising, and always provide opportunities for members who do not wish to participate in fundraising. (For example, allow non-fundraisers to donate $20 to the chapter and earn full credit for participation in the activity.)

If possible, involve parents in fundraising efforts. They may have ideas that will raise solid funds for the chapter with minimal time and effort from chapter members and the advisor.

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