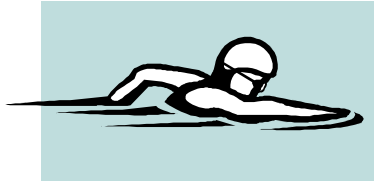


Swim – A – Thon 2008

Approaching a Business & Individuals



This letter is just a suggestion, meant to help younger swimmers and their families approach businesses and individuals with confidence.

Suggestions for Approaching Businesses:

“Hi, my name is _____, and I am a member of the Moses Lake Manta Rays swim team. Our team is having a swim-a-thon on June 14th, and I will be swimming laps to earn money for our team. I would like to ask you to sponsor me. Any amount would be very much appreciated.”

Business Sponsorship Levels:

Olympian	\$100 & above
Gold	\$75 - \$99
Silver	\$50 - \$74
Bronze	\$25 - \$49

“THANK YOU” (Even if they don’t sponsor you this year.)

Suggestions for Approaching Individuals:

“Hi, my name is _____, and I am a member of the Moses Lake Manta Rays swim team. Our team is having a swim-a-thon on Saturday, June 14th, and I will be swimming laps to earn money for our team. I am wondering if you would like to sponsor me, either per lap or a flat amount...”

(Answer any questions they have, and remember to leave with a thank you and a smile even if they choose not to sponsor you this year!)