



How to do a Fundraiser

EPISODE #510

LESSON LEVEL

Grades 9-12

KEY TOPICS

- Fundraising
- Planning
- Entrepreneurship

LEARNING OBJECTIVES

1. Identify your cause.
2. Choose an event that makes sense for your cause.
3. Learn organizational skills for fundraising.
4. Learn financial terms.

EPISODE SYNOPSIS

If you have a worthy cause, you should know how to do a worthy fundraiser. This episode shows how to organize volunteers, choose the right venue, get the word out, and keep expenses low. Learn the right way to do the right thing!

NATIONAL STANDARDS CORRELATIONS

Aligned to *National Financial Literacy Standards* from the **JumpStart Coalition for Personal Financial Literacy**.

Financial Responsibility and Decision Making

Standard 1: Take responsibility for personal financial decisions.

Planning and Money Management

Standard 2: Develop a system for keeping and using financial records.

Standard 5: Consider charitable giving.

Aligned to *Voluntary National Content Standards in Economics* from the **Council for Economic Education**.

Standard 2: Decision Making

Standard 14: Entrepreneurship

Aligned to **Common Core State Standards Initiative's** standards for *Literacy in History/Social Studies, Science and Technical Subjects*.

Standard 1: Read closely to determine what the text says explicitly and to make logical inferences from it; cite specific textual evidence when writing or speaking to support conclusions drawn from the text.

Standard 4: Interpret words and phrases as they are used in a text, including determining technical, connotative, and figurative meanings, and analyze how specific word choices shape meaning or tone.

Standard 7: Integrate and evaluate content presented in diverse formats and media, including visually and quantitatively, as well as in words.

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LESSON PREP & SCREENING

Getting Started

Familiarize yourself with the episode ahead of time. It will serve as a springboard for student learning, discussions, vocabulary exploration, and hands-on activities. Determine what equipment is required to show the episode in your classroom and request it if needed. Choose an activity (each one takes between 45-60 minutes), and gather supplies. Students will need a pen or pencil and copies of the activity worksheets. Have fun!

Screening

Introduce the series and the episode. Explain that Biz Kid\$ is a public television series that teaches kids about money and business. Mention that the bizkids.com website has lots of video clips, games, a blog, and other resources to help kids start businesses and learn about money. Prior to playing the episode, lead your students in a discussion with the preview questions on this page.

About the Episode

If you have a worthy cause, you should know how to do a worthy fundraiser. This episode shows how to organize volunteers, choose the right venue, get the word out, and keep expenses low. Learn the right way to do the right thing!

Episode Preview Questions

Before you show this Biz Kid\$ episode, lead your students in a brief discussion of the following questions:

- Have you ever participated in an event to raise funds for a worthy cause?
- Did you ever wonder what it takes to put on such an event?
- Would you like to raise money to donate to a group or person in need?

Next Steps

Show this episode. After the episode, read the Summary and Conclusion to the class.

Summary and Conclusion

Fundraising is a big task, but it can have huge personal rewards throughout the process. Fundraising is a great way to learn organizational skills, people skills, and leadership skills while giving back to the community and the world. Pat yourself on the back, Biz Kid, for giving back in a meaningful and fun way!

Family Connection

Distribute a copy of the Family Activity Sheet to each student to share what they've learned with their families.



FAMILY ACTIVITY SHEET

Episode Synopsis

If you have a worthy cause, you should know how to do a worthy fundraiser. This episode shows how to organize volunteers, choose the right venue, get the word out, and keep expenses low. Learn the right way to do the right thing!

Activity Suggestions

Fundraising is a useful way to support your cause or to help those in need. Those who participate gain a sense of pride and appreciate the rewards of their hard work. It takes a lot of work and organization to have a successful fundraiser. It's a challenge, but it can also be fun! Have a discussion with your family about fundraisers. The following questions might facilitate the discussion.

- Has your family participated in an event to raise funds for a charitable cause?
- Have you ever been a sponsor for a team or other organization? Why did you select that specific cause?
- Does your community have needs that a fundraiser could meet? Identify worthy causes together, and discuss what you could do to make a difference.
- What are some skills that you have which would be helpful to someone who is organizing a fundraiser?



Activity #1:

BIZ TERM\$

WORKSHEET FOR STUDENTS

Biz Term\$

- Benefit
- Cause
- Charitable gift
- Delegate
- Fundraiser
- Philanthropy
- Procrastinate
- Sponsor
- Timeline
- Venue

Directions

With students, read aloud the Biz Term\$ and each question. Call on volunteers for answers, and have them explain why they chose the term they believe to be correct.

Biz Term\$ Episode Review

1. The location where an event is held is the _____.
2. The act of voluntarily contributing to others' welfare is called _____.
3. In order to meet your event deadline, don't _____.
4. A _____ might be fighting cancer or getting blood donations.
5. Instead of trying to do everything yourself, learn to _____ tasks to others.
6. An event to raise money for a charitable cause is a _____ or a _____.
7. A business that 'adopts' your group or team and provides money or donations is a _____.



CURRICULUM CONNECTIONS

Language Arts

- Have students construct sentences, write a paragraph, or create a story, skit, or dialog using Biz Term\$.
- Have students create a class Dictionary of Financial Terms using Biz Term\$.
- Have students start their own Journal of Personal Financial Education and continue to add to it.

History/Social Studies

- Research philanthropic organizations in the USA - write a brief report of your findings.

Mathematics

- Have students create a thermometer to track the amount of money they raise each day toward their goal. After three days, have them calculate the average funds earned per day, and then predict the number of days needed at that average rate of income to reach their overall goal.

Economics

- Describe how economic conditions can result in an increased need for charitable giving and fundraising. What groups in our society would be affected if there were no charitable donations? How would they be affected?

Optional Vocabulary Extensions

Make Art!

Ask students to create personal illustrated glossaries using sketches or cartoons to visually represent the meaning of each Biz Term.

Make It Personal!

Provide students with dictionaries and ask students to re-write formal definitions for each Biz Term in their own words to demonstrate comprehension.



Activity #2:

IDENTIFY YOUR CAUSE

WORKSHEET FOR STUDENTS

Lesson Level:

Grades 9-12

Learning Objective:

Identify your cause.

Directions

Answer the following questions to explore your own charitable beliefs and become aware of the worthy causes that are important to you.

1. There are many different types of charitable causes. Some have to do with medical conditions or illnesses that people have. Others may be about providing education to people at home or around the world. Some have to do with sports-related activities, while others are about encouraging entrepreneurship. And there are lots more that you might think of too. If you had to choose one broad category (medical, educational, athletic, entrepreneurial, or other) to focus on, what category appeals the most to you? Why?

2. Within your category, there may be charities locally, state-wide, nationally, or internationally that appeal to you. What location appeals most to you, and why?

3. Within your broad category, and within the location that you have chosen, can you list at least three possible charities that might be of interest? How are they similar to each other? How are they different?

4. There are lots of charities to choose from. Is there one in particular that appeals to you more than the others? Why or why not?

Have students discuss these ideas and share their answers with the class.



Activity #3:

GET ORGANIZED!

WORKSHEET FOR STUDENTS

Lesson Level:

Grades 9-12

Learning Objective:

Learn organizational skills for fundraising.

Directions

Being organized is essential to having a successful fundraiser. Think about how you might handle the situations listed below.

1. Many fundraisers are successful because they involve a lot of volunteers. If you needed to keep track of 20 people and the tasks that they have been assigned to do, what method would you use to do this? It can be anything from post-it notes on a wall to sophisticated project management software, but it must be something that works for you personally. What choice is best for you, and why?

2. Fundraisers are, of course, also about raising funds. What would you do to keep track of the money? Posters, adding machines, spreadsheets, or something else? Again, be sure to pick a method that works for you. What choice is best for you, and why?

3. A timeline or an itinerary is a schedule of events in the order that they are supposed to take place. Have you ever created a schedule for yourself? Was it for a party, a vacation, your homework, or something else? What method works best for you to keep track of when tasks are supposed to start and end?

4. A backup or contingency plan is a plan in case something goes wrong. Have you ever had to make or use a backup plan? Did it work out ok in the end?

Have students discuss these ideas and share their answers with the class.



BIZ TERMS DEFINITIONS

- *Benefit:* An event to raise money toward a good cause. Benefit is another name for fundraiser, more often used if the event is fancy.
- *Cause:* Something that you believe in, which is worthwhile, and helps others.
- *Charitable gift:* A gift or monetary donation given to a specific cause or fundraiser.
- *Delegate:* To assign a task to someone else who can help out.
- *Fundraiser:* An event to raise money for a cause.
- *Philanthropy:* To contribute to the welfare of others.
- *Procrastinate:* To put off doing something that needs to be done soon.
- *Sponsor:* To support a cause in a big way, with a significant donation.
- *Timeline:* An hour by hour, or day by day, plan of action for accomplishing a goal.
- *Venue:* The location where an event will be held.



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