



Team Arizona Outrigger Canoe Club  
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Dear TAZ Member,

Your club, TAZOCC, is reaching out for more financial support within our community. Let me introduce myself, I am Merrily, and Jeff Leonard is my husband and I am taking on the Chairperson for the marketing aspect (Major Fundraising) for TAZ. Carlos, one of your team members, is the co-chair of this committee.

What we are asking of each of you is this.

- We are trying to get Sponsorship from businesses in our community
- Who to ask:
  1. Employers
  2. Individuals you know that have their own business
  3. Friends that own businesses
  4. Companies you do business with during your regular workday
  5. Accountants
  6. Attorneys
  7. Large medical practices
  8. Any other business's you can think of !!!!!
  9. Even Walk Ins - Who is willing to take the challenge and start with all the large companies on the Lake?

*See Back for More*

I have included all the paperwork you will need to approach these people. An introduction letter, a sponsorship form (which has all the sponsorship information on the form) and a receipt. Important; we are a nonprofit 501C3 club and have a EIN number and that is on the receipt.

Now, if you really do not feel comfortable asking, as many do not, please supply me with their contact name, business, business address and phone number. I will make the calls to them and let me know if I can use your name. This opens doors quicker than not mentioning a familiar name.

You can email me the information on whom you will be contacting so that I can keep a spreadsheet of who will be contacted so we don't ask twice. Also, if you get a commitment the day you speak to them please make sure I know all the information for that sponsor and the amount of the check. You can either give checks to Diana or Jeff at any of the practices.

If you have any questions, please feel free to call me at any time and I can help you with any questions. My cell is 610-248-0671 and my email is [mpychinka@msn.com](mailto:mpychinka@msn.com)

When to start this process: **NOW-NOW and NOW**

It is not that difficult and a fantastic way to help support your Club.

Merrily Pychinka

Carlos Hernandez De Peña

**PS: Always get a business card.**