

## HOW TO ASK A BUSINESS for HOMESHOW AD

If you have never asked a business for a sponsorship, this is a good way to start. Bring a copies of the BUSINESS AD FORM and be ready to talk about who you are and what Winter Guard is. Here's a sample of what you could say. Of course, you can put it into your own words and say it the way that works best for you. Think about all the businesses you and your family visit or know the owners of, check out the list in the Signup Genius or just take a look around town... and out of town too!

### SAMPLE:

Hi - my name is [your name] and I am a member of the Somerville High School Winter Guard Team. Do you have a moment to speak about a wonderful opportunity to help support Somerville High School and our team?

We have two teams -- a Scholastic Guard with 7th, 8th, 9th and 10th graders from Branchburg and Somerville -- and a World Winter Guard team of 9th -12th graders that competes at the World Level -- the only NJ team to compete at the highest level in the country.

We have proudly represented Somerville High School for the last 15 years and our fall color guard has won Best Guard in every competition they have been in for the past 15 years as well as being part of this year's State Championship Marching Band.

We will be hosting our own Winter Guard competition on Saturday March 28 at Branchburg Central Middle School where 36 different high schools will be competing and over a thousand people from all around the area will come to watch. I am hoping that you would consider supporting us and our team at our home show this year. Even just a small donation can help us

Here are the ways you can make a donation:

- \$25, \$50 or \$75 Sponsorship poster displayed at our home show
- \$100 Sponsorship trophy mentioned during awards
- \$125 Sponsorship trophy and extra large poster

NEW THIS YEAR! ALL business sponsors will receive ONE FREE admission to our homeshow!

Thank you in advance for your contribution. You have no idea how much it means to have your support.

Thank you again!