



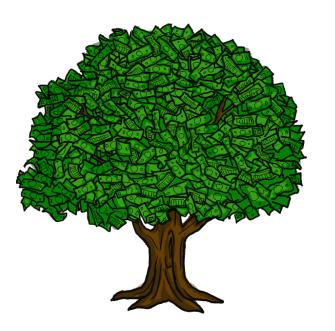
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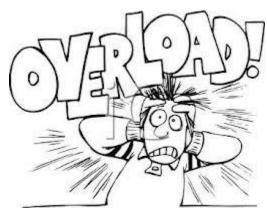
# FUNDING YOUR FUTURE

Amy Dearden & Natalie O'Leary November 7<sup>TH</sup>, 2015

(a) (b) (c) (b) (b) (b) (b) (b) (b) (c) (b) (b) (b) (b) (b) (b)





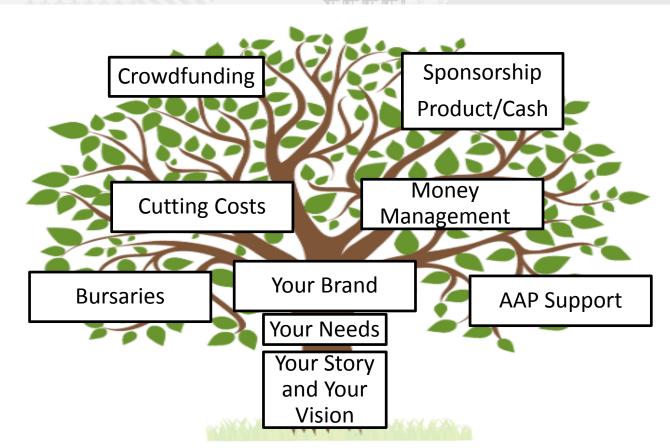




### **MAKING 'CENTS'**







## WHERE TO START?



Set the foundation



**Identify Gap areas** 



Identify how much time and energy you want to invest.



Identify who your current contacts are

# **BURSARIES & GRANTS**





Research all possible bursaries/AAP options that O<sub>Know your</sub> you would be eligible for – strengths shake the trees!

'template' that you can use to have the info readily accessible when the application comes up, and know your audience

"Something that seems routine to you might be extraordinary to someone else."

Scholarshipscanada.com

Send a thank you card

## **DID YOU KNOW?**





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1+1	Canadian Heritage	Patrimoine canadien

Sport Canada

Athlete Assistance Program

**Policies and Procedures** 

PAA-AAP \_ 00P01 2012-09-23-eng

Canada

Sect	on 8 Financial Benefits8-	-1
8.1	Policy	-1
8.2	Living and Training Allowance8-	
8.3	Tuition Support8-	-1
8.4	Special Needs Assistance8-	-4
Sect	on 9 Illness, Injury or Pregnancy9-	-1
9.1	Policy 9-	-1
	9.1.1 Short-term Curtailment of Training and Competition for Health-related Reasons9-	-1
	9.1.2 Long-term Curtailment of Training and Competition for Health-related Reasons9-	
	9.1.3 Failure to Meet Renewal Criteria for Health-related Reasons9-	-1
	9.1.4 Voluntary Withdrawal from Carded-Athlete Training and Competition	
	for Health-related Reason9-	-2

Special Needs Assistance is available to Eligible Athletes in the following situations:

- O Excellence living and training allowance
- O Excellence child dependent allowance
- Training and competition allowance for athletes with a disability
- Relocation assistance
- O Child care assistance
- Retirement assistance

AAP@PCH.GC.CA

### STRETCHING YOUR DOLLARS













# BUSINESS MENTALITY



\$: Sole Proprietor

\$\$: Corporation

\$\$\$: Amateur Athlete Trust



### **SPONSORSHIPS**





Current Opportunities

Other Opportunities





### PARTNERSHIP NEGOTIATIONS



### YOUR VALUE:

- Athletic experience
- Athletic accomplishments (medals, Olympics, etc.)
- Specific event/partnership requirements (sponsor requirements; appearances, speaking engagements, travel, etc.)
- Length of event/partnership
- Experience in the area they are requesting (whether it is speaking fees/ speaking experience)
- Your relationship with the business/company
- There may be someone else who will do it for cheaper!

### PARTNERSHIP NEGOTIATIONS



### TIPS:

- Research your potential partner
- Put yourself out there
- View all interactions as partnerships
- Have business cards, profile summary, resume, etc.
- Get any and all agreements/details in writing
- Networking can do wonders!

### CROWDFUNDING





### PROS:

- Access to large # of people
- Easily monitored
- Mobile friendly
- Driving donors to a site increases chances of funds
- One site/campaign is better than multiple

### CONS:

- Does not mean easy money
- Platforms do not bring in crowds
- Costs money
- Requires interaction/ maintenance

	Make A Champ	<u>Go Fund Me</u>	<u>Chimp</u>	<u>Pursu.it</u>	Rally Me	Sport Funder
<u>Requirements</u>	Website Video PayPal Account	Video Raise minimum of \$500	Must be associated with a charitable organization Video	Video Defined goal	Video PayPal account (donations in USD)	PayPal Account Duration
General Fees	12% reached goals 15% goals not reached	5% per donation	0%	<u>15% ALL</u>	5%	5%
Processing Fees	2.9% + .30	2.9% + .30	2.8% credit \$25 cheque	INCLUSIVE	2.9% + .30	3%
Money Retrieval	PayPal (money received when campaign done)	Request cheque or bank transfer	Transfer to charitable organization then they deposit to you	?	PayPal	PayPal
<u>Interactive</u> <u>Components</u>	Blog-like updates Statistics/data Email Promotion	Facebook connected Email Promotion Thank you notes	Blog/activity feed Notifications	Bonuses/rewards	Updates Texts Givebacks Thank you emails	Facebook connected Thank you emails
<u>Tax Receipts</u> <u>Provided</u>	No	No	YES	No	Not direct BUT if you are charitable organization they will notify donor that they can claim	No
<u>Customer Service</u>	24/7	5 minute response guaranteed	Live support	Team to help set up account	Team to help set up account	Email – Headquarters in NZ

31 DAYS TO G 70



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#### RICHMOND HILL, ONTARIO CANADA



My name is Megan. I am an alipine snowboard racer and have recently been selected to be a member of Canada's National Team as the only female athlete for my discipline. Racing is my full time job with the goal of a podium finish at the 2018 Olympic games. I am asking for your support to help me get there.

While I am honoured to represent Canada, snowboarding is a very costly sport. It comes as a surprise to most people to learn that the support from Canada Snowboard only accounts for 25% of my total expenses. The National Team program includes training camps and races around the globe. I am required to spend several months in Europe, and travel to Japan, Russia, the Yukon and elsewhere. I am working in a lab in the off-season earning as much as I can. My expenses will be in excess of \$50,000.

#### SHARE THIS CAMPAIGN









#### WOULD YOU LIKE TO SUPPORT OR SELECT A GIVERACK?

SUPPORT

SELECT GIVEBACK

#### **CAMPAIGN BONUSES**

#### JOIN ME ON MY QUEST FOR GOLD!

You have contributed to my success as an Olympic hopeful! I owe you a big hug and thank you when I see you

#### \$25.00

8 contributors

I WANT THIS SIVEBACK

#### STAY COZY

Stay safe with Canada Snowboard and Intuition Liner's official beer koopies

#### \$50.00

0 contributors

#### I WANT THIS GIVEBACK

Please consider adding an extre 5-105 onto this order to contribute to shipping. This gift package will be shipped directly to your door from me.

#### MEDIA SHOUT OUT

Your contribution deserves to be recognized: I will thank you on my Facebook fan page for your help throughout this process

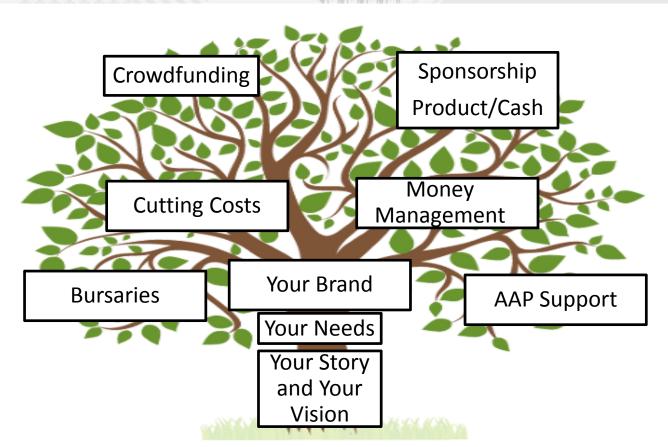
#### \$50.00

Landribuda

### **MAKING 'CENTS'**









### GAME PLAN

PLAN DE MATCH

PRESENTED BY | PRÉSENTÉ PAR

# Deloitte.