

# MEN'S CLUB MADNESS JEWS IN BASEBALL

### **ZOOM PROGRAM & FUNDRAISING OPPORTUNITY**



#### **YOUR ORGANIZATION:**

- > HOSTS AN ENTERTAINING JEWS IN BASEBALL ZOOM PROGRAM
- ➢ HAS NO COSTS FOR ROOM, FOOD, ETC.
- EARNS AT LEAST \$1,600
- > CAN BE COMPLETELY RUN BY 1 POINT PERSON ONLINE
- ENJOYS A FRIENDLY COMPETITION WITH MEN'S CLUBS ACROSS THE COUNTRY FOR ADDITIONAL PRIZES AND REVENUE

#### **DONORS:**

- > MAKE A \$25 OR MORE DONATION BY PURCHASING A RAFFLE TICKET
- GET ACCESS TO 6 JEWS IN BASEBALL ZOOM PROGRAMS WITH GUEST SPEAKERS INCLUDING MLB PLAYERS
- > EACH DONOR RECEIVES FREE GIFTS VALUED AT OVER \$190 SUPPLIED BY US

EACH DONOR IS ENTERED IN A DRAWING FOR A RANDOM GIVEAWAY OF A FULL SIZED FRAMED JEWS IN BASEBALL PIECE, VALUED AT \$600 - \$6,500, AND SUPPLIED BY US

## **FREQUENTLY ASKED QUESTIONS**

#### What Is The Zoom Program?

The Zoom Programs are a 1 – 1 ½ hour program put on by Greg Harris, the creator of the iconic Jews in Baseball artwork. He is either the speaker or moderator. When the speaker, he tells the informative and entertaining behind the scenes story of his 3 year journey to complete this project. You will learn the hurdles to be overcome, inside stories on all the Jewish ballplayers, and even some entertaining Jewish baseball trivia. The Zoom Program includes a Q & A session at the end for as long as people are interested. Click on this link for the 4 minute condensed version of the story and player input. <u>https://www.youtube.com/watch?v=TnBFmjuBXu0</u>. The remaining programs have guest speakers including former MLB players and Israeli Olympic Baseball Team members. Mr. Harris has put on this program over 100 times, all through word of mouth, and has numerous references available.

#### Which Organizations Are Eligible To Participate?

At this time, we are limiting this program to the first 64 organizations to be qualified/chosen. Your organization is qualified if we have reached out to you, or you contacted us after being referred by another qualifying organization or person. You can register at http://jewishbaseballplayer.com/mensclubmadness/

#### How Does The Men's Club Madness Tournament Work?

The Tournament consists of 6 "games," each lasting 1 week. Each of the 64 Men's Club teams will compete head to head against another randomly selected team. The winner of each "game" is determined by which team collected the most money in raffle ticket sales that week. The winning team moves on to the next round, while the losing team moves on to compete against the other losing teams for the rest of the "games." After 6 weeks, we have a Tourney Champion, and a top or final four, all of whom get prizes. We also have a final four winners in the loser's bracket, who also get prizes. (See separate PDF for list of Men's Club prizes).

To keep interest and spur raffle ticket sales throughout the whole 6 week Tournament, Greg Harris will put on a Live Zoom Program every Monday night for the 6 weeks of the Tournament. He will also do a Thursday Night Tips, Q &A, and story session to help organizations.

#### Is There A Tournament Website To Follow The Action?

Yes. The dedicated website can be found at http://jewishbaseballplayer.com/mcm/

#### Who Can Make Donations To Your Organization?

Anyone who wishes to support your organization or just watch the Zoom Program can participate. Therefore, if your organization's members forward the opportunity to any of their numerous contacts across the country via email or social media, your organization will benefit.

#### How Can We Guarantee That EVERYONE Will Want To Make A \$25 Donation?

Let them know it's a win-win opportunity. We will guarantee them that every single person that makes the donation will come out ahead, AND possibly get a huge giveaway worth \$600 - \$6,500. In total, depending on your package selected, we provide your organization with a minimum of \$4,600 worth of gifts and giveaways for your donors, consisting of actual product. We also provide another \$15,000 in gift certificates to be used towards artwork purchases and to be distributed among up to 100 donors, which brings the total gift/giveaway value to almost \$20,000!!!

Here's the specific guarantee: FOR EVERY \$25 DONATION, THE DONOR AUTOMATICLLY RECEIVES FREE ITEMS IN EXCESS OF \$190!!!! It's a no brainer for the donor in that they do a mitzvah by supporting your organization and at the same time receive the following:

- Digital Coupon/Gift Card Book Containing Thousands of Dollars in Gift Cards and Coupons (\$25 Retail value for book, but contains hundreds of dollars in coupons)
  - Includes theaters, restaurants, retail shops and travel
  - Includes national retailers like AMC Theaters, Walmart, Walgreens, Subway
    - For example, depending on your geographical region, a donor can get his entire \$25 donation back just by seeing 2 or 3 movies!!
- 8" x 10" Replica of the Jews in Baseball Artwork piece (\$15 Retail Value)
- \$150 Gift Certificate to be used towards purchase of the Jews in Baseball Artwork pieces (Ability to buy a \$600 replica piece for \$450!!!)

#### THIS IS SUCH A GREAT OPPORTUNITY TO DONATE, THEY WILL TELL OTHERS SO YOU DON'T HAVE TO !!!

#### What Else Can A Donor Receive?

By making a \$25 donation, the donor is automatically entered in a drawing to receive a full-sized Jews in Baseball Artwork Piece with a retail value between \$600 - \$6,500, depending on the package chosen. Your organization will pick a random donor to receive it.

#### Can JHC Assist Us In Marketing The Event?

We can assist you as much or as little as you desire. We have the Men's Club Madness dedicated webpage where you can direct your donor's to learn about the Tournament and donate. We will also provide personalized marketing materials such as pre-made emails, newsletters, PDFs and other materials. If you desire, there can be very little for you to do yourself.

#### Do You Have Any Tips To Help Us Reach Our Donation Goal?

Yes. We recommend that you have 1-point person to take the lead of the program. If you have a board or group of leaders, we recommend that the point person tells each person to use their email contact list and social media accounts to forward the pre-made emails and announcements to obtain X number of \$25 donations. If they don't meet their obligation, they should make up the difference themselves.

Also, we recommend that you display the Jews in Baseball Artwork Piece prominently in your building, as nothing sells it better than people seeing the actual piece. We will send you the Replica Artwork piece discussed above to put on display during the donation period. You should place a sign (which we can provide to you), advertising the Zoom Program and providing donation details and options.

Finally, we recommend that you encourage your members and contacts to forward the emails they receive to others outside your organization, and post and share on social media with a link to donate. You will be amazed at how many people outside of your organization will want to attend via Zoom and donate.

#### How Are The Donations Collected?

Your organization can collect the donations in various ways.

1) YOU COLLECT THE DONATIONS ONLINE: If you desire, donors can pay via donations on your organization's webpage, or click a link to your Club on our dedicated Tournament website, which will connect them to your organization's website payment page where they can pay your organization directly.

2) YOU COLLECT IN PERSON DONATIONS: Donations can be made by checks mailed to your organization as directed on your dedicated webpage. Of course, you can collect via any method you want in person at your building.

#### How Much Money Will We Make With This Fundraiser?

It is really up to you. Our lowest end package (The Bronze Package) is designed for your organization to earn \$1,600, by collecting 100 \$25 donations. This amounts to \$2,500 in donations. The cost of our Bronze Package, which includes the artwork, 100 prize packages for donors, and the 6 Zoom programs is \$900. So your organization earns at least \$1,600.

However, if you want to raise more funds, there are 4 main ways to do so:

- 1. Increase the quantity of donations you will accept to any amount more than 100
  - For example, if your organization has 200 members or families, and you average only 2 \$25 donations per family and their contacts, you will collect \$10,000.
- 2. Increase the donation amount to an amount above \$25
  - For example, if your organization increases the donation amount from \$25 to \$50, you will collect \$5,000.
- 3. Choose a better package, such as our mid level or Silver Package (recommended), which includes better Grand Prizes to increase donations. Big hitters can use the Gold Package.
- 4. Get a sponsor and utilize our mid level Silver Package, or high level Gold Package. These packages allow the sponsor to underwrite all or part of the program, AND get a piece of artwork as a thank you for themselves.

#### What Is The Cost To Us?

Your out of pocket is \$0. To reserve 1 of the 64 spots, just register at

http://jewishbaseballplayer.com/mensclubmadness/. If your organization wants to display the artwork immediately, to spur interest and get a jump on the competition for donations, a \$400 deposit is needed, which will be credited towards your package of choice.

Any balance owed is paid with half due after the Tournament has started, so you can pay the amount owed directly from your raffle sales, after you have collected the funds. The remaining half is due at the end of the tourney. Both of these balances are designed to be generated by donations received to that point and not out of the Club's pocket.

We offer 3 packages detailed on a separate PDF, priced at \$900, \$1,650 and \$4,600. Obviously, each package is discounted substantially so that it will generate well in excess of the cost via donations.

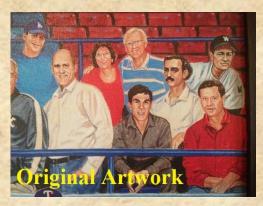
#### Are There Any Unknown Costs To Us?

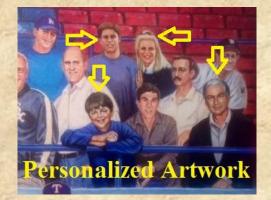
No. We have no other costs. However, all applicable government taxes, licensing and other fees, etc., if applicable, are your responsibility.

#### What Prize Packages Are Available?

We offer 3 main packages (Bronze, Silver (recommended) and Gold). We can also customize a package to fit your needs. A full list of Zoom Program package options is included separately.

Generally, though, you can increase the number of \$600 replicas you give away to donors or sponsors or you can upgrade to personalized pieces where the original artist paints the donor or sponsor into the crowd portion of their own piece. These are amazing!! You can even upgrade to one of the originally hand signed and certified authentic pieces valued at \$6,500.





#### Can We Get A Sponsor To Underwrite The Event?

Yes. This is done often where a sponsor or large donor underwrites part or all of the Zoom Program. The most popular and effective Zoom Program package (Silver Package) includes 2 Jews in Baseball pieces, with one of them being given to the sponsor and the other to the lucky donor. It is a fantastic sponsor gift to have him painted into his own piece. We have special PDFs ready to go for you to solicit potential sponsors and detailing the benefits to them.

#### Is The Artwork For Sale? And If So, Will Any Purchases Benefit Our Organization?

Yes, the artwork is for sale. If anyone purchases the artwork via your organization's efforts of just letting them know about this fundraiser, your organization will earn between \$50 and \$500 per sale, depending on the purchase made. You can even give them the prize piece right off the easel

and we will bill them directly and send you a \$50 commission. We will then send you a replacement piece for your fundraiser, or we can ship a new piece directly to a purchaser.

#### How Do Our Donors Receive Their Gifts/Giveaways?

JHC will provide the 100 prize packages as follows to the organization. JHC will send the organization 100 codes electronically so that each donor can unlock their thousands of dollars in coupons/gift cards. JHC will also send the \$150 Gift Certificate for each donor electronically. Also, at the time of the Zoom event, JHC will forward the 8 x 10's of the artwork for your organization to distribute to the donors.

Finally, at the end of the Zoom event, if the artwork was not already sent to the organization for display, JHC will ship the artwork directly to the donor chosen by the organization to receive it.

#### What Happens If We Don't Receive Enough Donations? Can We Still Participate?

There is really no need for this FAQ as it has never happened to date. Only 36 donations need to be received to raise the \$900 cost of the Zoom Program and gift packages.

If you don't receive the goal of \$2,500 in donations, but still receive \$900 or more in donations, we will still put on the Zoom Program and you may still provide all the gifts/giveaways to the donors and choose one person to receive the replica artwork. Obviously, your organization won't earn the full \$1,600, but rather will earn the full amount above the \$900 in donations.

If the Zoom Program date approaches (approximately 3 weeks prior) and your organization still has not received even 36 donations, please contact us and we will blast your Program info to our 9,000 email subscribers across the country to assist you in reaching your goal.

If the Men's Club Madness program comes to the end, and your organization still receives less than \$900 in donations, we will pair you up with similar other teams that have not sold enough tickets and we will draw the winner from that pool. Your team will make \$16 for every \$25 ticket sold. So even if your team only sells 1 ticket, it will be profitable, provide great programming and a chance for that person to win the grand prize. See the chart below for some examples of your team's potential profits, even if they fail to sell enough tickets.

# of \$25 Tickets	Profits Retained
Sold by Your Club	by Club
5	\$80
10	\$160
20	\$320
25	\$400
30	\$480

#### Can You Do This Event Live Or Do A Larger Event?

Yes. We can do the same Jews in Baseball Program live, with or without a ballplayer. Of course the costs of travel, etc. would need to be incorporated. We also have many other options for full blown in person fundraiser events where organizations can earn in the tens, or hundreds of thousands of dollars for your organization. Just ask and Greg Harris will contact you directly to discuss.

\* **Disclaimer**: There are a number of possible legal restrictions and reporting requirements that may apply to this program, depending on your geographic location or other factors. There may also be licensing and/or other requirements that require applications and/or associated costs. It is your sole responsibility to determine and comply with all applicable federal, state and local laws and/or regulations at all times pursuant to this opportunity. JHC takes no responsibility in researching your specific laws and regulations. Any organization participating in this fundraising opportunity specifically releases and holds JHC harmless from any liability or costs associated with the fundraising opportunity undertaken.