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| Recruiting Tips | **2020 NEM letterhead.jpg** |

**Guests**

* **Wondering who to invite?** Think about friends, fellow parents with children in the district, co-workers, family members, neighbors and people whose businesses you patronize. We all benefit from great schools.
* **A personal touch really makes a difference**, so include notes with your invitations and communicate to potential guests why you are excited by the Issaquah Schools Foundation, its programs, and the difference it makes in our students’ lives.
* Contact your guests by extending a verbal invitation, printed invitation, email invite, or a combination. **A sample email invitation** is available online at: <http://isfdn.org> (just click on the Table Captain button on the home page)
* **If potential guests are unable to attend, they can still help!** Let them know they can donate online via our website, <http://isfdn.org>. They may also participate in the **Online Auction** that will run from **April 24 – May 4, 2020** at: <http://isfdn.org/auction>.
* **Please contact Trisha Marshall,** [tsm0507@gmail.com](mailto:tsm0507@gmail.com) (Table Captain Lead) if your table numbers change significantly. She can help fill your table with unassigned guests or arrange for a second table. If you have more than one table, they will be placed next to each other.

**Hosting a Generous Table**

* **Ask your guests to help you reach your table goal.** We ask guests to consider a gift of $150 or more. You can let your guests know that they can split the $150 over the year, making it just $12.50 a month.  After they hear about the amazing programs their donations fund, we are convinced that they will feel inspired to give. Want to raise more? If you are comfortable, express your goal to your attendees. Let your guests know they can spread their donations over several, more manageable payments. This is a great way to give more over time. Please also know that gifts of all sizes are greatly appreciated.
* **Matching funds can double or triple impact.** Please remind your guests about employer matching programs. Forms are available online via their employer’s website.

**Enjoying the Luncheon/Breakfast**

* **Arrive by 11:00 am (Luncheon) or 7:00 am (Breakfast)** so you have time to greet and chat with your guests. If you don’t know everyone at your table, introduce yourself and welcome newcomers.

**Post Event**   
The Foundation will thank your guests, but the personal touch of a note, call, or email goes a long way. You can never say ‘Thank you’ too many times.

***Our generous sponsors underwrite the events, so   
100% of contributions directly support our students.***

**Issaquah Schools Foundation** **•** PO Box 835 Issaquah WA 98027 **•** [www.isfdn.org](http://www.isfdn.org/) **•** 425.391.8557