

# WHY WE WALK FOR AUTISM SPEAKS

"I Walk for my twin autistic sons, Oliver and Xavier, and raise funds to help them have the best future possible." Jason





"We Walk for Jake and to raise funds in support of all the other amazing children like him." Jake-Man Team



"We Walk because we know the funds raised help improve the lives of individuals with autism, not only for my daughter - but for everyone.

Stanley & BNY Mellon Pershing Walk Team



"I Walk for our son, Hudson and to raise funds because research, advocacy, services, and acceptance are key in the lives of families with autism. Lisa



"We Walk and fundraise so that other families who have loved ones on the spectrum will have the courage to seek early diagnosis and to ensure their loved one a bright future, that is filled with abundant progress."



#### 2017 TEAM CAPTAIN GUIDE

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#### **ABOUT AUTISM**

#### Autism or autism spectrum disorder (ASD),

refers to a broad range of conditions characterized by challenges with social skills, repetitive behaviors, speech and nonverbal communication. We now know that there is not one autism but many subtypes, and each person with autism can have unique strengths and challenges. Most are caused by a combination of genetic and environmental influences, and many are accompanied by medical issues such as GI disorders, seizures and sleep disturbances. The U.S. Centers for Disease Control and Prevention (CDC) estimates

1 in 68 children is on the autism spectrum.

#### **ABOUT AUTISM SPEAKS**

Autism Speaks is dedicated to promoting solutions, across the spectrum and throughout the life span, for the needs of individuals with autism and their families. We do this through advocacy and support; increasing understanding and acceptance of autism spectrum disorder; and advancing research into causes and better interventions for autism spectrum disorder and related conditions. Through partnerships and collaboration, we are committed to:

- Increasing global understanding and acceptance of autism
- Being a catalyst for research breakthroughs
- Increasing early-childhood screening and timely interventions
- Improving the transition to adulthood
- Ensuring access to reliable information and services throughout the life span





#### WHAT IS AUTISM SPEAKS WALK?

Autism Speaks Walk is powered by the love of parents, grandparents, siblings, friends, relatives and support providers for people with autism. With every step you take and every dollar you raise, you help enhance lives today and accelerate a spectrum of solutions for tomorrow.

#### HERE'S WHAT TO EXPECT

- 1. Planning begins well before Walk day. To have a successful Walk, we ask all of our participants to register online and begin fundraising as early as possible to fuel the mission of Autism Speaks. Register at AutismSpeakWalk.org
- 2. Arriving at Walk Day you will go through our registration area. Here you can check in or register, receive your "Mission Moment" pom pom and pick up your T-Shirt, Tribute Medallion and/or Grand Club Pin (based on fundraising level attained). At this time, you have an opportunity to make/turn in any additional donations.
- 3. As you enter the Walk, you will notice that the staging area leading up to the *Opening Ceremonies* is festive yet sensory friendly. Light music will be playing, there will be announcements from the stage, small sensory friendly activities, an Autism Speaks Resource Tent and Corporate

- Sponsor area. This is really a time for you and your team members to join together and celebrate the reason you are walking with Autism Speaks!
- 4. Opening Ceremonies will begin exactly one hour after registration opens. It is a short, 15-minute program in which we host a very special Mission Moment that unites us all in the Power of Love. You will want to have the blue pom pom you received at registration handy to use during the opening ceremony.
- 5. After our special *Mission Moment Ceremony* there will be a sensory friendly countdown and the Walk will begin. Most Walk routes are 2-3 miles and all are family-friendly and noncompetitive so you can walk as little or as much as you wish!
- 6. When you return from walking there will be additional special family activities in a fun, relaxed atmosphere.

# GETTING STARTED

#### YOUR ONLINE PARTICIPATION CENTER



#### WHAT'S NEW?

Our 2017 fundraising website is new and improved and will allow you to have your most successful year yet! Experience all the new updates yourself and sign up for your local walk at act.autismspeaks.org/walk!

Here are some of our most exciting improvements!

#### **REGISTRATION MADE EASY**



## **Quick Start**

We've made registration simple.







## **Fewer Questions**

Complete your registration faster with fewer steps and fewer questions.



### **GETTING STARTED**

#### YOUR ONLINE PARTICIPATION CENTER

#### YOUR FUNDRAISING CENTER REDESIGNED

We heard your feedback loud and clear and have taken great strides to improve the fundraising center. From the moment you first log in, you'll be able to navigate more easily, and take the actions you want to take with fewer clicks. Your new dashboard makes it simple to update your personal page, manage your contacts and team, ask for donations, and invite friends and family to join your team.



## **Fundraising Simplified**

Important tasks are highlighted.

#### My Next Steps



My Public Page



Donation



**Email to Spread** the Word



on Social Media

## Next Steps

Quick Start Checklist aids your fundraising success.

#### **FUNDRAISING BADGES: Show your achievements**

#### My Achievements













- **Make a Personal Donation**
- **Post on Social Media**
- Send an Email

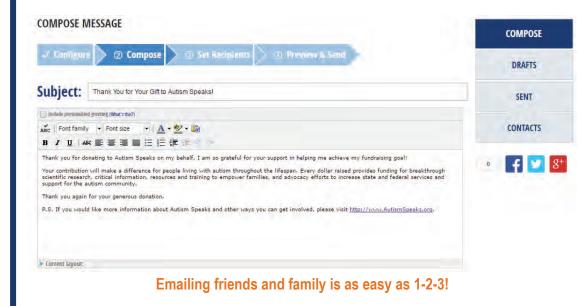
- Raise \$150 for a Commemorative T-Shirt
- Raise \$500 for a Tribute Medallion
- ✓ Raise \$1000 for Grand Club

## **GETTING STARTED**

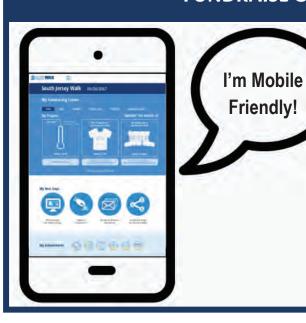
#### YOUR ONLINE PARTICIPATION CENTER



Sending emails to family and friends is one of the most successful ways to fundraise. Pick from one of our new email templates (or create your own), select your recipients, and send. Selecting a sleek, new template and sending an email through your email center is faster, so you'll be able to send more emails (and raise more money!) than ever.



#### **FUNDRAISE ON THE GO!**



Every task you can perform on the website can be done from your phone. Want to sign up? Simply visit your local Walk event from your smart phone or tablet. Want to send a fundraising email to friends and family? Just log into your dashboard from your smart phone and have the same experience on mobile that you would from your desktop. Now it's easier than ever to fundraise...on the GO!

# SETTING GOALS

2017 TEAM CAPTAIN GUIDE

Set both an individual and team goal. Make your goals meaningful. Perhaps it's a birthday or personal milestone in honor of the person you are walking for. For past walkers your goal might be to exceed your past fundraising. There are lots of different ways to have fun setting your goal. We encourage each person to strive for a minimum of \$150 which earns you our limited edition Autism Speaks Walk t-shirt designed exclusively for our Walk fundraisers by Tommy Hilfiger.

#### Here are some tips for setting goals:

#### Your goal should be realistic but significant.

When people work hard to reach a strong goal they feel a real sense of pride and accomplishment when they succeed!

**Include your team members.** Having them involved in setting the amount will give them ownership in accomplishing the goal.

**Share your goal with everyone,** put it on your team and individual fundraising pages, in your emails, on social media posts and in your fundraising appeal letter. Sharing your goal lets others see your commitment.

**Lead by example.** Making the first donation towards your goal helps set the bar. By making a personal donation you show your donors and teammates how important this cause is to you.

By working with your fundraising coach and using Autism Speaks online fundraising tools, you and your team members will hit your goals in no time!

## RECRUITING TEAM **MEMBERS**

#### An Autism Speaks Walk Team can be fueled by 1 or 1,000 team members!

The more team members you recruit the bigger your fundraising efforts can be. Team members can include family, friends, co-workers or neighbors.

Your Participant Center and online tools make recruiting team members easier. Since all of the registration and Walk materials are online you simply need to call or email your potential team members and share your team page link where they can register to join or donate. It's that easy!

You will also find a variety of social media tools on the Fundraising Tools page to help share your fundraising "ask" on social media.

#### Here are some tips to hosting a team Kickoff:

*In-person team kickoffs are best:* host a small wine and cheese party, a potluck Sunday lunch, a sports themed Dad get-together or any other fun idea to bring everyone together. (If you aren't able to get everyone together in person consider using technology like Skype or Facetime to connect virtually.)

Make sure you have a way to show your fundraising website online and are able to walk through the Participant Center.

#### Have handouts available:

- Facts About Autism Speaks
- Team and Individual Goal Setting Flyers
- Assignment Sheet
- Downloadable Tools from Autism Speaks Walk Website
- Fundraising Ideas



#### **Kickoff Checklist:**

- ☐ Be familiar with the Autism Speaks mission and vision and encourage everyone to visit AutismSpeaks.org to learn more.
- ☐ Share "Why You Walk for Autism Speaks" and encourage your team members to share their stories.
- ☐ **Choose a team name**, consider dedicating your team in honor of a loved one with autism.
- Select a co-captain to help you along the way.
- Set team and individual fundraising goals. Discuss ways of reaching \$150 or more by the day of the Walk to earn our commemorative Walk T-Shirt designed exclusively for Walk fundraisers by Tommy Hilfiger!
- ☐ Show your online team fundraising page and make sure all your team members are registered before they leave the Kickoff.
- Brainstorm potential team fundraising activities and select at least one to do together, set a date and time if possible.
- ☐ **Delegate tasks** to your team members and determine the best way to keep in touch.



#### A SUCCESSFUL TEAM CAPTAIN IS **ALSO AN EFFECTIVE COACH!**

Here are some tips for supporting your team members:

**Encourage your team to use the online fundraising** tools available through their Participant Center. During your team meeting, demonstrate how to navigate the Center and all of the fun things you can do to interact with donors.

Set a goal to **meet or exceed your fundraising goal** by one week before the Walk so you can pick up your t-shirts, Tribute Medallions and Grand Club pins. Set fundraising milestones!

Remember to personalize your team page and your personal fundraising page! Use pictures and tell why you and your team are walking for Autism Speaks.

Regularly check in on team member's fundraising progress. Highlight team members that have exceeded their goals, hosted fundraising events or show increased fundraising momentum.

**Be sure to offer assistance** if a team member is struggling to hit their fundraising goals. We offer many ideas to help jumpstart fundraising efforts. Feel free to connect them with your local Autism Speaks staff member to offer additional fundraising coaching.

Communicate with your team often! Recognize your team's progress and congratulate members for hitting milestones along the way. Keep them informed on any team Walk Day logistics. (where to meet, team signs, event day details, etc.)

Set up incentives or awards for your team members! Acknowledge your team members with tokens of appreciation like an award ribbon or button. For example: Highest Fundraiser, Most Team Spirit, Most Donations Received, etc. Get creative!

Delegate fundraising tasks and event day responsibilities to your team members, they want to be helpful and will appreciate the ask.

Thank you for fueling Autism Speaks' mission to enhance lives today and accelerate a spectrum of solutions for tomorrow!

# **FUNDRAISING**

#### ONLINE FUNDRAISING

Let your team members know that setting up and sharing their online fundraising page through the Participant Email Center is the easiest and quickest way to get the message out about your fundraising efforts. Share your stories with your team's potential donors. Coach your team members to consider the following questions when writing their stories:

- What motivated you to fundraise for Autism Speaks?
- Are you participating in honor of someone special?
- What is your fundraising goal?
- · What is your team doing to raise money?
- Why is autism important to you?
- · How can donors support your fundraising efforts? (i.e. give an online donation, join the team, support a team fundraiser, spread the word)



Fundraising studies show that emails with a link to your personal page are the quickest way to generate funds!

#### **ONLINE RESOURCES**

You and your team members can find electronic versions of letters, forms, social media graphics and a variety of promotional materials under "Ways to Fundraise" on your Autism Speaks Walk site.

#### Add a subject Sample Recruitment Letter

Dear Friend,

I'm participating in [name of event] to raise money for Autism Speaks. I started a team so others can participate and fundraise with me to make an even greater impact. Will you join me and be part of my team or consider making a personal donation?

<Include a short personal story about your inspiration here and what connects you to this cause>

Our strength as a community is powered by love and built on the commitment of individuals like you and me. Please join me in fundraising for Autism Speaks' work to enhance lives today and accelerate a spectrum of solutions for tomorrow. Your participation and fundraising efforts as a part of my team will fuel the research and critical lifelong supports and services that mean so much to so many. With your help, we can make a difference.

Please click the link at the bottom of this email to join my team today. If you can't join, please consider making a donation so together we can further fuel research, advocacy and resources for people with autism and their families.

Thank you for your support of Autism Speaks and our community.

Team Captain

P.S. If you would like to learn about Autism Speaks and the impact their work has on the autism community, visit AutismSpeaks.org.



#### Ideas to Support Your Team's Online **Fundraising Efforts**

- Personalize your fundraising page in the Participant Center.
- Share why you are raising money for Autism Speaks through social media and by using the #AutismSpeaks.
- Add a photo of your team or the person you are honoring.
- Share a video talking about why you are walking.
- Email friends and family to ask for donations.



#### Using Social Media to Promote Your Team's **Fundraising Efforts**

Talk about your fundraising on social platforms like Facebook and Twitter. You can even create a team page on Facebook to keep your team members informed and involved in all your team activities and share inspirational photos and stories. Use our downloadable social media tools to help promote the Walk and your team as well.

#### Other Fundraising Ideas

Autism Speaks has created a variety of fundraising resources to help you and your team members to outreach to your employer, your child's school, local restaurants and businesses. If you are interested in any of the following fundraising campaigns, contact your local Autism Speaks representative for more details.

Pay Green to Wear Blue Tool Kit offers all the resources you need to engage in a fun and "comfortable" way for businesses and employees to raise funds for autism and wear jeans to work!

Kids and Coins for Autism Tool Kit is full of creative fundraising ideas and free downloadable resources for students and teachers from K through 12.

Puzzle Piece Promotion is a point of purchase program that can be a great fundraiser for your team by reaching out to businesses in your community.

Dine Out for Autism has raised more than \$2 million dollars since its inception and encourages restaurants to be creative through fundraising or cause marketing events.



## Additional Fundraising Ideas for You and Your Team\*

Corporate Matching Gift - Ask your company to match the amount of pledges you receive from your co-workers.

Garage Sale - Spring and Fall are great times to clean out all those unwanted items and host a garage sale for your Walk team.

Bake Sale - Host a bake sale with your friends or at your child's school.

Keep the Change - Turn your small change into additional dollars for your fundraising efforts.

Office Fundraising Challenge - Challenge your office colleagues to raise funds for your team. Hand out fundraising envelopes and provide an award or incentive to the top fundraiser.

Return Address Labels or Email Signature - Print return address labels for your outgoing mail or add a tagline to your personal email with "I'm Walking for Autism Speaks: Join or Donate Today" and include your team link.

**Business Support -** Ask local restaurants or other local businesses to place a money jar at the front of their establishment.

Happy Hour Party - Invite all your friends (and their friends) to a happy hour and charge a small cover fee. Invite them to join your team orr give additional donations. Host a raffle or a 50/50.

Birthday for a Cause - Instead of gifts have your friends and family write a check to Autism Speaks on your behalf.

Fundraising Business Cards - Download our walk business cards and hand them out to perspective donors.

**The Bill Collectors -** Ask your doctor, dentist, insurance agents, hair stylist, etc to write a check for you instead of the other way around!

**Gym -** Ask your gym to place a pledge jar at the front desk! Leave a stack of donation forms at the counter as well.

Neighborly Love - Stick a flyer in their mailboxes explaining why you're raising money and ask them to donate.

Karaoke Night - Host a Karaoke night at your local bar and have people give donations to sing.

PTO Days - Ask your HR Dept. if you can donate your PTO time to your fundraising efforts - and consider providing an company match!

Proceeds Benefit - Ask a local store manager what the hot-selling item is and then ask if he or she would be willing to donate a percent of the sales from that particular item to your team.

Curse Jar - Always a favorite! Place a curse jar in the office and whenever someone says a bad word they have to open up their wallet, grab a dollar and put it in the jar.

**Company Grants -** Find out if your company offers grants to employees who volunteer their time for charitable causes. You may need a letter from us confirming any volunteer activities, which we would be happy to provide.

**Church Bulletin –** Place an advertisement in your church newsletter letting the congregation know what you're up to! Or better yet, invite them to join you at the Walk.

Schools - Get your child's classroom or school to help you fundraise. Check out our Kids and Coins Tool Kit.

**Alumni Organizations -** Ask your own college or university to make a donation or place an ad in their alumni newsletter about your philanthropic efforts.

Ask for the Right Amount - Don't miss the opportunity to increase your "ask" to a larger pledge when you think it is doable.

Clubs and Organizations - Send a solicitation letter to your local Knights of Columbus, Lions Club, Rotary Club, Kiwanis, etc. They support individuals in their communities.

Get an article in your local paper - Contact your local media outlet to share your human interest story about why you are walking. You can put in information about how people can contribute. And have a photo ready to go!

<sup>\*</sup>Be sure to obtain necessary approvals prior to implementation when appropriate.

# GETTING YOUR COMPANY INVOLVED: FORMING A CORPORATE TEAM

#### How to start a Corporate Team

- Get permission and buy-in from your company leadership.
- Announce your fundraising efforts and corporate team on your company newsletter or employee website.
- If you can get your CEO/Senior Executive Champion to write a letter of support that should be posted as well.
- Host a sign up day or company kickoff to get employees to join the team and learn more about fundraising for the Walk.

#### Can my company support the team?

- Ask about matching gifts: Doubling of employee donations is a quick and easy way to raise money.
- Ask your employer to sponsor the team with a corporate gift.
- Recruit an Executive Champion to lend his or her name to your efforts.
- Ask your employer to donate PTO time or a fun incentive to give to your top fundraiser.



## SPECIAL INCENTIVES FOR YOU AND YOUR TEAM MEMBERS









#### We're proud to recognize our great fundraisers every step of the way -

#### \$150 Commemorative Walk T-Shirt

Every walker who raises or contributes \$150 or more will receive a one-of-a-kind Autism Speaks Walk commemorative t-shirt on the day of the walk. New this year - an exclusive design by Tommy Hilfiger! Limited time only - don't miss this one.

#### \$500 Tribute Medallion Member

Every individual who raises \$500 will receive a Tribute Medallion to wear with pride in recognition of fundraising efforts! You're half way to being a Grand Club Member.

#### \$1.000 Grand Club Member

Autism Speaks recognizes those individuals who go above and beyond by raising \$1,000 or more for Autism Speaks Walk by inviting them to join the Grand Club. Each year a new commemorative pin will be issued. Add this year's to your collection!

#### **Start your fundraising today!**

1.	Show your commitment and contribute		\$100			
2.	Ask spouse/friend to match your donation		\$100	You've just earned your Walk T-shirt!		
3.	Ask your boss		\$100	Tou ve just earned your walk 1-Shirt:		
4.	Ask vendors/suppliers		\$100			
<b>5.</b>	Ask someone who has been affected by autism					
6.	6. Ask someone who has asked for your support in the past			You've just become a Tribute Member!		
7.	Ask everyone in a club or organization to dona	in a club or organization to donate (10 x \$20 each) \$200	\$200	Tou ve just become a moute member.		
8.	Send a letter to your holiday card mailing list inviting friends to contribute		\$200			
9.	Ask your five best friends for \$20 each		\$100			
		TOTAL	\$1,000	You've reached Grand Club! Congratulations!		



#### **GOAL SETTING WORKSHEET:**

Team Name								
Team Captain Name								
Co Captains								
When setting a team goal look bac	k at last year'	s fundraising (If	fapplicable		walker raises \$175.			
Previous Year's Results				This Year's Goals				
# of Team Members	Team Members			# of Team Members				
Fotal Raised \$			Fundraising Goal \$					
Average Raised/Team				Individual Team				
Member \$  Dollars raised/# of				Member Goal \$  Dollars raised/# of				
Team Members				Team Members				
Team Activities								
Assign Co Captain								
Due Date								
People To Ask								
Customize Team Webpage								
Due Date								
Owner								
- W. L. W.								
Team Kickoff								
Date								
Owner								
Team Fundraising Activities								
Activity		Date	O۱	wner		\$ Goal		
Email Announcing Team and	Coals							
	JUAIS							
Due Date								
Owner								
Thank you note to all team n	embers and	l donors						
Due Date								
Owner								

## FREQUENTLY ASKED QUESTIONS

#### Q: Do I have to send in my donations? Can I bring them with me to the Walk?

A: While you can always bring your donations to the Walk, it is preferable that you mail them in prior to Walk day:

**Autism Speaks INSERT YOUR WALK CITY HERE Walk Donations Department** 1060 State Road, 2nd Floor Princeton, NJ 08540

Please submit the donation forms with corresponding checks to ensure proper credit.

#### Q: What if people want to give me cash?

A: It is safest and best for record-keeping that you convert all cash received to checks or money orders. If you're able, send a personal check covering the full amount, along with the corresponding donation forms, to Autism Speaks. We will credit your friends and family for their generosity. If this is not possible, you can always bring the cash donations and appropriate donation forms to the Walk.

#### Q: What if my donors don't want to donate online?

A: You can always have your donors mail their donations directly to our Princeton, NJ address above. Please have them submit the corresponding donation forms with their checks so you will be credited for your fundraising efforts.

#### Q: Do I have to fill out one donation form for each check?

A: Yes. This is the best way to ensure you receive credit for all your fundraising efforts.

#### Q: What happens if it rains on the day of the Walk?

A: All Walks will be held on the date scheduled "rain or shine".

#### Q: Will the money turned in before the Walk, at the Walk and after the Walk, show up on my webpage and my donation report? How long will it take?

A: Absolutely. If the corresponding donation forms were filled out and submitted along with your donations, then you should see your fundraising efforts reflected on your webpage and donation report within four weeks.

#### Q: Where do I get donation forms?

A: Donation forms can be printed from each participant's individual webpage. The link "make a donation offline" is just under your goals.

#### **Q:** Who should checks be made payable to?

A: Please ask your supporters to make checks payable to Autism Speaks.

#### Q: Is there a fee to participate?

A: All participants are encouraged to fundraise a minimum of \$150.

#### Q: How do I find my supporter ID number?

A: There are a few ways to find supporter ID numbers for yourself or for your registered family members. If the suggestions below do not help, please contact us at Walks@AutismSpeaks.org.

You will receive an email confirmation after you register with your supporter ID number. From your webpage - click to open the Offline Donation link. (This is listed just under goals.) The ID number is listed in the top corner under the participant's name. On your personal webpage - your ID number is at the end of the URL.



## WHILE YOU AND YOUR TEAM ARE FUNDRAISING FOR YOUR WALK YOU MAY MEET PEOPLE WITH QUESTIONS, REMEMBER...

#### The Autism Speaks Autism Response Team (ART)

is specially trained to connect people with autism, their families, and caregivers to information, tools, and resources.

#### **Newly Diagnosed:**

Contact ART to learn how to make the best use of the first 100 days after receiving an ASD diagnosis.

#### **School Support:**

ART can provide resources and tools to help you support a students individual needs.

#### **Transition to Adulthood:**

ART can connect you to resources to start planning for your adolescent child's future.

#### **Local Referrals:**

ART can help you find autism service providers in your area.

#### FOR INFORMATION OR ASSISTANCE CONTACT:

The Autism Speaks Autism Response Team (ART) 888-288-4762 en Español 888-772-9050 FamilyServices@AutismSpeaks.org





Autism Speaks Walk is the world's largest autism fundraising event dedicated to improving the lives of people with autism. Powered by the love of parents, grandparents, siblings, friends, relatives, and supporters, the funds raised help ensure people of all abilities have access to the tools needed to lead "their best lives".

The commitment of individuals like you plays a critical role in raising the funding needed to fuel innovative research and lifelong supports and services. Working together, there is no limit to what we can achieve. Please register and fundraise for an Autism Speaks Walk near you.

To learn more about autism, visit AutismSpeaks.org or contact our Autism Response Team at 888-288-4762 or en Español 888-772-9050, or email familyservices@autismspeaks.org.