



Ten Tips for Success for Team Captains

- 1. Invite people to JOIN YOU in this opportunity to support our community.**
Remember first and foremost we are here to support our community! This is a great opportunity for leadership, relationship building, and comradery.
- 2. Solicit each campaigner's gift prior to Kickoff.**
You can do this when you reach out to recruit them, or following a training event. Asking your volunteers for a gift is a great way to role model how they can be successful. It will also start your campaigning off with some great donations from the start!
- 3. Meet your team members face to face prior to Kickoff.**
It's all about building RELATIONSHIPS! People are more likely to follow through and meet expectations when they have a relationship with you. Making time to meet people prior to the beginning of the campaign will save time and energy throughout the processes.
- 4. Encourage and confirm your team members' plans to attend campaign events including trainings and celebrations.**
This is the difference between a great start and slow one for many teams. Help set your volunteers up for success by making sure they have the tools they need to meet our shared goals.
- 5. Set weekly reporting deadlines for your team.**
Set clear expectations and people tend to rise to the challenge!
- 6. Communicate successes along the way.**
Share successes in a public way. This motivates people to continue their work and get inspired by the accomplishments of others.
- 7. Follow up individually with people who aren't meeting expectations.**
If a volunteer isn't meeting expectations, address this early so we can make adjustments and have time to meet our goal. Ask questions, offer suggestions, and ask campaign leadership for help if needed.
- 8. Stay in weekly contact with your Division Leaders and campaigners after Kickoff.**
Consistent communication will help ensure we are on our way to success and allow us to fix any issues early in the process.
- 9. Use your support system – remember, help is always close at hand!**
The #1 job of our leadership team is to make sure you can do your job well! We're here for you!
- 10. Have fun and know you are supporting a great cause!**
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