



Partner: (noun) a person who shares or is associated with another in some action or endeavor; sharer; associate.

Sponsor: (noun) a person who makes a pledge or promise on behalf of another.

As you can see there is a distinct, fundamental difference between a PARTNER and a SPONSOR. Last year we focused more on partnerships and it paid off. Again this year, we are striving to create partnerships with those who choose to support you in the golf challenge. It is important, now more than ever, to share a relationship with those that support you; a relationship of give and take.

Donors are becoming more and more likely to share their resources with agencies that touch their hearts in a very real way. At the heart of the matter, "People give to people, not programs." This is where you come in. As you raise funds for Miriam's Promise, we also ask that you raise friends and partners for Miriam's Promise by sharing your story.

- **Why is Miriam's Promise special to you?**
- **How did Miriam's Promise originally touch your heart?**
- **How and why did you become involved?**
- **Why do you continue to be in partnership with Miriam's Promise?**

These are questions that potential partners are likely to ask. And the more heartfelt and personal your answers, the more likely they are to buy in with their heads, their hearts and their resources and in the process, become life-long partners with Miriam's Promise. As Henri Nouwen states in his book *A Spirituality of Fundraising*, "*Fundraising is, first and foremost, a form of ministry. We are inviting other people into our mission and without mission we lose our way.*" He goes on to say "*Fundraising is proclaiming what we believe in such a way that we offer other people an opportunity to participate with us in our vision and mission.*"

On the reverse side there are some specific ways in which you can raise partnerships. If you have any questions or are in need of agency information to better tell your story, please don't hesitate to ask. We will be in prayer for you in all of your endeavors.

**With 144 Golfers Each Raising \$1,250,
We could raise \$180,000 for Miriam's Promise**