Dear Outstanding Cause,

Below is a true story as told to me by our founder who was asked to an informal meeting with a curious Non-Profit in Need ~ Debra Cerritelli, Senior Event Coordinator & Author of: "Paving the Path for Peace through Music: The Amazing Story of Rick DellaRatta and Jazz for Peace"

Board Member: Hi Rick, after careful review of the information your team has provided, we would like to start out with an opening statement.

Rick: Sounds Great.

Board Member: "Partnering with Jazz for Peace is...an opportunity for the community to experience <u>world-class music</u>, while raising much needed funds." ~ The American Red Cross

Rick: WOW! That is so amazing.... and yet so TRUE! How would you like our team to turn that comment into much-needed sustainable funds for your amazing services?

Board Member: Actually, we have already reviewed the material your team provided that reveals the secret of your success which is to start out with an already successful event via an <u>Easy 3 Step Process</u> that each outstanding cause completes enabling each event to be confirmed at no cost to us and in the best of instances with funds already raised for us and in our account before we even start the Fundraising process.

Rick: Wow AGAIN! That is so correct. Would you like me to show you that process?

Board Member: Actually, sitting across and on either side of me are eight board members, all of whom have received enough positive feedback to be able to pledge xx pairs of VIP Tickets EACH. This is more than enough to be able to confirm our JAZZforPEACE event immediately at no cost to us and also with funds already raised for us and in our account so that we can start the Fundraising process. Is that correct?

Rick: YES.

Board Member: Our secretary will be sending over to you the required confirmation details and once received by you (ROOTS Planted), if it is OK, we would like to begin our Empowerment Tree Fundraising Steps (GROWING the BRANCHES) TODAY.

Rick: Absolutely! I just have one question: how did you guys become so amazing?

Board Member: By following these 2 examples: A. Always staying humble and open to criticism - and B. Eliminating the red tape that would slow our board down from being able to react quickly when we see a golden opportunity.

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*** This Head start on our Proven Fundraising Model played a Key Role in the Spectacular Success of this event! ***