

Many Turkish Philanthropy Funds (TPF) donors have hosted successful house parties, raising both funds and awareness about their philanthropic interests, TPF, and TPF's grantee partners. We've compiled the following speaking points to help get you started.

Hostess Introduction (5 – 10 Minutes)

Gather your guests and welcome them to your party. This is your opportunity to tell your community why supporting Turkish Philanthropy Funds is important to you. Public speaking can be challenging for many people, and writing out your remarks and practicing beforehand can help you become more confident. Here is an example of a welcome message to help you craft your own:

Welcome and thank you for coming. I organized this party to introduce you to Turkish Philanthropy Funds. TPF is a transnational philanthropic organization dedicated to providing a platform to fulfill the philanthropic interests of donors in the Turkish-American Community. TPF gives donors like myself the opportunity to donate to Turkey through the services they offer such as Donor Advised Funds and Pooled Funds. You might have an idea of what you want to do in Turkey, like build a school or give a scholarship to students at a specific school, or you might have some interest in donating to Turkey but might not have a place to start. TPF can help you at whatever point you are. They have expert staff who are in contact with nonprofit organizations in Turkey in various issue areas. They also handle all the administrative burdens of the donations such as sending the funding and following up with the organization for the completion of the project. I can follow the progress of the projects I have donated to through their website. Plus I get a tax deduction for my donation here in the US.

Now tell your own story. How did you learn about TPF? What led you to become a donor?

Guest Introductions (5 – 15 Minutes)

Have group members introduce themselves and answer a simple question to bring the group closer together. Possible questions include:

- What is one issue in Turkey you are passionate about addressing?
- What problems do you think exist in Turkey that can be eliminated?
- If you had \$1,000 to donate, how would you like your donation to help improve the lives of others? What are the most critical issues you think we can contribute to?

If the group gets into an in-depth discussion encourage the discussion to continue.

Closing Remarks (5 – 10 Minutes)

This is your opportunity to ask your guests to make a donation. You have done your part to make them feel welcome, explain why TPF is important to you, share the work of TPF grantee partners, and worked to engage them in a meaningful discussion of social issues in Turkey that need to be addressed. You can now put all this together in a meaningful pitch.

Everyone will have their own unique way of asking their friends and family to donate. Standing up for what you believe in and asking people to support an issue you care about does yield financial resources for a meaningful cause -- but you do have to ask. People know it is brave to do what you are doing. They can make a choice for themselves as to whether they will give today or in the future. Having a fundraising goal can help. It gives you a target amount to work towards and you can use it as a tool when asking your guests to donate.

Have a friend pass a basket with donation envelopes that guests can either use now or take home. Here is a sample donation pitch appropriate for a party:

Thank you so much for coming today and for contributing to our discussion of social issues in Turkey. All the work you have learned about today is possible because people around the world have joined together for a cause they are passionate about. TPF believes philanthropy is a shared responsibility and that each of us should have a chance to give and to receive. Each supporter and partner of TPF is an equal partner in our worldwide network. We could not do this work without people like you and me who decide to contribute to this work.

After what you've heard today, I know you agree that there are so many problems that afflict Turkey, most of which can be addressed with the necessary resources. Who here today can afford to give up \$1.37 per day? Let's face it. That doesn't even cover the cost of a latte! Well, over a year, that \$1.37 a day adds up to \$500, enough to pay for the expenses of two university students to complete their education. If 25 of you donated \$500/year, we've got a grant for \$12,500, which could help fund the building of libraries or entrepreneurship programs for women.

It's all about combining our efforts. TPF started with 5 individuals each making a donation. Today, it is the only organization dedicated to making the philanthropic interests of Turkish-Americans a reality, with assets over \$11 million. Why? Because people just like you realized they could make a huge difference by giving back. And every year more and more people get on board. Please join me in giving as much as you can.