

# 2025 Love Opens Doors TABLE HOST Commitment



## PURPOSE OF THE EVENT

Love Opens Doors is the main annual fundraising event for Youth Focus. Funds raised through this event are the main way Youth Focus meets its budgeted contribution goals each fiscal year. These contributions are vital to meeting the needs of more than 250 youth each year. Additionally, these contributions ensure we have the required community matching funds for our State & Federal grants.

## GOALS FOR TABLES & THEIR HOSTS

- **Strategically fill your table** with 10 guests (including yourself) that you believe will want to support Youth Focus' mission financially in a significant way. We are budgeting for each of our tables to raise an **average of \$5,000** in order to meet our less. What a guest donates is beyond your control. We simply ask that you be intentional in who and how you fill your table to maximize the likelihood of success towards this goal.
- **Encourage your guests to attend a Mission Tour prior to the event:** You can help build knowledge and passion about Youth Focus' mission before your guest joins us at LOD by strongly encouraging them to take a tour prior to the event. The Mission Tour is a great way to learn more about the prevalence of youth homelessness in our community and how Youth Focus is having an impact on this critical issue. The tour lasts very close to one hour. Table Hosts can schedule a specific tour for their table at a time convenient to the group or guests can attend at a time/date convenient to their schedule by signing up on the website. If the listed times/dates don't work, Maggie Cook can schedule something that does. Hosts don't have to attend the tour with their guests, although we would certainly welcome this. Whatever works best! The main goal is to have as many of your LOD guests as possible take a tour before the event.
- **Table Hosts are encouraged to participate in Leadership Giving prior to the event:** Knowing how invested our table hosts are in the success of this event, we are asking you to make your gift prior to the event. And in doing so, please consider making this gift a multi-year pledge and/or join one of our Multi-Year Giving Societies (if you have not already done so). Leadership Giving creates momentum going into the event that will inspire others to give and brings attention to the power of multi-year giving. (See the **Leadership Giving Flyer**). Leadership giving will be highlighted in the program with a brief overview of how multi-year giving impacts the mission.
- **Follow the Table Host Checklist.** In addition to the things mentioned above, there are a few additional tasks that require help from our table hosts. All of these are outlined in the enclosed **Table Host Checklist** along with timeframes.

# 2025 Love Opens Doors TABLE HOST Checklist



## PRE-EVENT

- Fill Table of 10, including yourself, to sit with you. (See **Purpose & Goals**)
- Invite guests to tour prior to the event, if possible.
- **As you confirm guests**, fill out the google registration form here: <https://forms.gle/e9bns7fsjwUHHAMW6> or send their name and email to Maggie Cook, [mcook@youthfocus.org](mailto:mcook@youthfocus.org). Any additional contact information (mailing address, cell phone, etc) is also helpful.
- Make your 2025 Leadership Gift commitment. A member of the development team will contact you to answer questions you might have about joining one of our Giving Societies and provide instructions on how to make your pledge.
- Call to remind your guests three days before the event.
- We have prepared some communication material for your use. Download them at <https://www.youthfocus.org/love-opens-doors-table-host/>

## DAY OF EVENT: Tuesday, May 6

- Arrive at Summerfield Farms at 5:30PM to greet your guests as they arrive.
- When prompted, pass out the pledge cards/envelopes for the "Ask". Lead by example, by filling out your pledge card even if you have already made your gift. Just fill in info at the top – some guests will look to you for what they need to do.
- Collect the completed pledge cards and envelopes from your guests and place them back in the plastic folder along with any unused pledge cards/envelopes.

## POST-EVENT

- Call your guests within two days to thank them and ask what they thought of the event. We will be using the feedback to plan for next year's event.

## Timeline:

### Now-March 31st:

Invite guests to fill a **table of 10** (including yourself) using communication tools (**link above**). Encourage them to tour prior to the event. Make Leadership Commitment (see enclosed **Leadership Giving flyer**).

### April 1-April 14:

Confirm guest RSVP status.

### April 15<sup>th</sup>:

Last day to submit final guest list to Maggie Cook, [mcook@youthfocus.org](mailto:mcook@youthfocus.org)

### May 2<sup>nd</sup>-May 4<sup>th</sup>: Weekend Prior

Call guests with a reminder; inform Maggie about any changes.

### May 6th: Event Day!

- Table hosts arrive by 5:30
- Registration opens at 5:45
- Help guide guests to table by 6:45
- Program runs from 7-8PM
- Distribute pledge forms to guests when prompted during program
- Collect pledge forms & return to the table folder
- Keep guests seated until closing remarks from Board Chair
- Ensure pledge folder is given to volunteers assigned to collect

### May 7th:

Call guests. Thank them for attending and ask for feedback. Send guest feedback to Maggie Cook by 5/9.

# Leadership Giving & Multi-Year Giving Societies

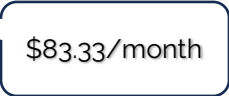
## LEADERSHIP GIVING

As a Table Host, we are asking you to thoughtfully consider making your 2025 Love Opens Doors gift prior to the event. When Leadership Giving is recognized during the program at Love Opens Doors, our guests will be inspired to join you in taking action by supporting this important work through their donation. As you consider your own giving for 2025 Love Opens Doors, we invite you to learn more about the impact of Multi-Year Giving below.

## WHAT IS MULTI-YEAR GIVING

Multi-year giving occurs when someone makes a pledge to give a certain amount of money per year for a specific number of years. We are asking donors to consider a three-year period of time. You can make a multi-year gift for any amount. For donors who wish to join Youth Focus' **Multi-Year Giving Societies**, we are asking for a three-year pledge at the following levels:

<u>Multi-Year Society</u>	<u>Total Pledge</u>	<u>Pledge Payment per Year</u>
Circle of Hope	\$3,000	\$1,000/year for 3 years
Circle of Champions	\$6,000	\$2,000/year for 3 years
Circle of Dreams	\$15,000	\$5,000/year for 3 years
Circle of Life	\$30,000	\$10,000/year for 3 years
Circle of Trust	\$75,000	\$25,000/year for 3 years



## WHY JOIN A MULTI-YEAR GIVING SOCIETY

You can significantly amplify the impact of your gift through your multi-year pledge. By making a multi-year pledge, Youth Focus knows they can count on this gift over the next three years. As a result, we can make important decisions about how we budget our resources, what staffing we can support, to what degree we can expand or enhance our programs, and more. We love and appreciate our faithful donors who give annually, but we cannot plan on that gift for the next year. A multi-year pledge tells us we can count on that gift for that timeframe and plan accordingly. This means we can move forward with those important initiatives that require longer-term support. A few examples include:

- **Hiring additional staff** during the busiest parts of the day when youth need more individualized support for things like preparing their resume, supporting a youth through an emotional crisis, or tackling schoolwork. The more one-on-one time we can dedicate to kids at critical times during the day, the more successful they will be.
- **Taking on new grant funding** that requires local investment from the community in the form of matching funds. Knowing we can count on your gift over this three-year period of time shows our Federal, State, County, and City grantors that we have the community support to meet the matching fund requirement included in most opportunities.
- **Enhancing our services** to respond to the emerging needs of youth including building dedicated mental health supports through peer support specialists, trauma-focused yoga, specialized life skills groups, and more.

## HOW TO MAKE A MULTI-YEAR GIFT

Complete the Pledge Form Included at the end of the Table Host Packet. Return instructions are provided on the form.

# Leadership Pledge Form

## Love Opens Doors 2025

I would like to join the Family of Giving (Multi-year giving society):

- ☐ CIRCLE OF HOPE: \$1,000 per year for 3 years
- ☐ CIRCLE OF CHAMPIONS: \$2,500 per year for 3 years
- ☐ CIRCLE OF DREAMS: \$5,000 per year for 3 years
- ☐ CIRCLE OF LIFE: \$10,000 per year for 3 years
- ☐ CIRCLE OF TRUST: \$25,000 per year for 3 years



I am already a Family of Giving Member. Please extend my pledge:

- ☐ Add \_\_\_\_\_ more years to my existing pledge.
- ☐ Increase my financial commitment to \$\_\_\_\_\_ for \_\_\_\_\_ years.

I would like to contribute in other ways:

- ☐ Contribute \$\_\_\_\_\_ per year for \_\_\_\_\_ year(s) for a total pledge of \$\_\_\_\_\_.

Let's Talk!

- ☐ I am interested in learning about putting Youth Focus in my estate plans.
- ☐ I am interested in learning about volunteer opportunities.
- ☐ I would like to tour Youth Focus

### Payment:

- ☐ My check is enclosed, made payable to Youth Focus.
  - ☐ Invoice me. (Pledge reminders are mailed in May, August, December, and March)
  - ☐ Please charge my VISA/MC/AMEX/Discover:  
# \_\_\_\_\_ EXP \_\_\_\_\_ CVC \_\_\_\_\_
    - Name as it appears on your credit card: \_\_\_\_\_
- Payment Frequency for the duration of the pledge:
- ☐ **Annual:** Please charge my card today; then annually on Sept 30
  - ☐ **Quarterly:** Please charge 25% of Year 1 today; then quarterly on the 30<sup>th</sup> of the month
  - ☐ **Monthly:** Charge 1 month starting today and then monthly on the 30<sup>th</sup>
- ☐ I intend to use my Donor Advised Fund.
  - ☐ My employer will match my gift. Name of Employer: \_\_\_\_\_  
*Please note: A corporate match cannot be counted towards a pledge*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Business Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Return form by email to [mcook@youthfocus.org](mailto:mcook@youthfocus.org) or mail to Youth Focus, 405 Parkway Ste A, Greensboro, NC 27401.