





PROGRAM TOOLKIT

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MAKE-A-WISH ARIZONA® OVERVIEW

Make-A-Wish Arizona was founded in 1980 in memory of seven-year-old Chris Greicius. Chris, who was battling leukemia, wished to be a police officer. The Arizona Department of Public Safety and Phoenix community came together to make his wish come true. Little did Chris know that his wish would create a movement that would transform millions of lives. Since then, his mother Linda Pauling, the Greicius family and other founders have been extremely dedicated to our mission. Over the past 45 years, more than 8,200 children have known the joy of a wish come true.

MISSION

Together, we create life-changing wishes for children with critical illnesses.

FAST FACTS

- ★ Children who qualify for a wish are between the ages of 2 ½ and 18 and have been diagnosed with a critical illness. They are not necessarily terminally ill; in fact, the majority of wish kids overcome their medical conditions and go on to lead healthy lives.
- ★ Every eligible referred child is granted a wish. A family's socioeconomic status is never a factor in determining eligibility, and the family is always included in the wish.
- * Wishes are funded through the support of individuals, corporations, and foundations. Make-A-Wish Arizona does not receive any governmental support. Frequent flier miles and used vehicles are also accepted as donations.

WISH TYPES



I WISH TO GO



I WISH TO BE











DID YOU KNOW?

100% OF

MEDICAL PROVIDERS

reported that the wish improves a child's — and their own emotional well-being

9 OUT OF 10 WISH KIDS

reported that they felt more joyful, confident and hopeful for their future

8 OUT OF 10 WISH KIDS

reported that their wish gave them the strength to fight their critical illness

8 OUT OF 10 WISH PARENTS

saw that the wish experience gave their child a stronger sense of empowerment

9 OUT OF 10 MEDICAL PROVIDERS

said a wish increases compliance with treatment

8 OUT OF 10 WISH PARENTS

said a child's wish experience serves as a coping mechanism during treatment

45 YEARS

We celebrated our 45th Anniversary in 2024

MORE THAN 8,200 WISHES

have been granted to Arizona kids since 1980

To see the power of a wish, click on this link





KIDS FOR WISH KIDS® OVERVIEW

The goal of Kids For Wish Kids is to engage students in fundraising initiatives in order to create life-changing wishes for Arizona children with critical illnesses.

We empower students with the opportunity to lead and make significant impact in their school and community. Students learn the importance of giving back and see firsthand how their efforts can positively impact the lives of others. We find these students are surprised by how much fun they have supporting a cause bigger than themselves, how easy it is to make a difference and how their efforts bring the entire student body together.

WHO

You! You could play a part in Make-A-Wish Arizona's life-changing work! Kids of all ages are encouraged to join us to make a difference in the lives of kids in our community.

WHAT

Make significant impact in your school and community! Brainstorm fundraising ideas, create action plans and manage the efforts from start to finish, all while raising money to create life-changing wishes for children with critical illnesses.

WHEN

Anytime! The options are endless. Often "when" is determined by the "what." First determine the right fundraiser and then determine when to host it.

WHERE

All funds raised through your efforts will help children and families in Arizona. The events can be held anywhere! Partner with your school community, local sports team or youth group to host a fundraiser.

WHY

Wishes matter and wishes are waiting. We have over 400 kids in Arizona waiting for their wish to be granted. With your help, every eligible child can experience the hope, joy and transformation of a wish come true!

JOIN THE MOVEMENT

Each year, Make-A-Wish Arizona works with over 100,000 students in over 50 schools through Kids For Wish Kids. You too can help grant wishes! Complete the fundraising forms on page 11 and 12 of this toolkit to start your fundraiser today!

THANK YOU TO OUR INCREDIBLE PROGRAM SPONSORS!







STEPS TO SUCCESS

1 READ THE TOOLKIT & SUBMIT THE FUNDRAISING FORM

Completed forms can be emailed to your Make-A-Wish contact:
Kelly McKeever at kmckeever@arizona.wish.org

2 SCHEDULE A BRAINSTORM MEETING WITH YOUR MAKE-A-WISH CONTACT

We are here to help! We can help provide some questions to ask yourself throughout your planning process.

3 FINALIZE YOUR FUNDRAISING PLAN

Check out page 6 and 7 of this toolkit for some awesome fundraising ideas to get you started! Want to take your fundraiser to the next level? Please reach out with questions if you need help engaging your entire school community.

PROMOTE YOUR FUNDRAISER

Please reference the Brand Guidelines on page 9 and be sure to send all promotional materials, t-shirt design and final fundraising plan to your Make-A-Wish contact for approval. Make sure everyone knows about all opportunities to support your efforts!

PROMOTION TIPS 🗠

- Utilize social media to spread the word! Reach out to you Make-A-Wish contact for a template.
- Create flyers and other promotional materials.
- Schedule a school-wide video announcement and/ or assembly.
- Email parents, friends and family to request their support.
- Share the impact: Why should folks support? To find awesome wish impact resources, please reach out to your Make-A-Wish contact.

6 HOST AN AMAZING FUNDRAISER

Your Make-A-Wish contact is happy to coordinate a speaker to attend your event(s), speak about the organization and thank the attendees for their support.

- Share pictures and tag @makeawisharizona for a chance to be featured on our social media.
 We want to celebrate with you and see the success of your efforts!
- Say thank you often! Thank your volunteers, donors and any parents who are involved.

CELEBRATE YOUR SUCCESS

Congratulations and well done! Thank you for your support! Just a few more things to do...

- Write thank you notes to major donors and volunteers. We recommend sending to your\$500+ donors/sponsors.
- Mail your donation check, made out to Make-A-Wish Arizona, within 30 days to: Make-A-Wish Arizona 2901 North 78th Street Scottsdale, AZ 85251
- Send event photos to your Make-A-Wish contact!





WHAT IS WISH WEEK®?

Wish Week is one of the most popular fundraising events held by schools. It is a week's worth of fundraising, made up of various activities.

Wish Week can happen anytime; although it's often helpful to plan around an already existing event, such as winter dance, prom or a rival sports game.

Choose a time that will encourage the most participation from your school! For more resources around how to plan an awesome Wish Week, reach out to your Make-A-Wish Arizona contact or **click here**.



LANDCOR

TEMPUR-PEDIC



EXAMPLES WISH WEEK SCHEDULES

A typical Wish Week includes spirit days, restaurant nights, t-shirt sales and fundraising events.



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TOPKNOT LEADING EDGE MEDICAL



FUNDRAISING IDEAS

-A-THONS- Host a jump rope-a-thon, dance-a-thon, walk-a-thon, read-a-thon, etc! All participants encourage their friends & family to make pledges for each lap they run, minute they jump, etc.

CASH FOR 'STACHE- Male teachers are encouraged to grow out their facial hair and solicit donations from students to determine how they will shave their facial hair.

COACH CHALLENGE- Ask each coach to create their own fundraising incentive for their team. Will they shave their head if their team raises \$1000? Will they sprint a lap for every \$100 raised?

CUT THE LINE- Students pay \$5 to move to the front of the lunch line.

DRESS DOWN DAY OR HAT DAY- Students pay \$1 to wear casual clothes or a hat to school.

HALF-COURT SHOT- Charge students \$1 per shot. Whoever makes the first half-court shot, wins a prize!

GAME/PENNY STALL- Students are encouraged to bring as much change as possible to one particular class period. The teacher isn't allowed to start class until he or she has hand counted all the change! Or set a fundraising goal as a class. Once this is met, students are allowed to play games for the rest of the period. This is a great community builder!

HOST A GIVEAWAY- Encourage participation with a chance to win some free items! What do students love or already spend money on? Would a chance to win prom tickets, a yearbook, a prime parking spot or season football tickets encourage students to attend your event?

INCENTIVES- Create fundraising milestones and corresponding incentives. What happens when you raise \$1,000? \$2,000?

CHALLENGE A RIVAL SCHOOL- Partner with your rival school to raise money together to grant future wishes for Arizona wish kids!

MAKE IT STOP- Play an annoying song during passing period until you've reached a specific fundraising goal.

BAKE SALE- Partner with your schools culinary or baking club to sell sweet treats for Wish Week.



ONLINE FUNDRAISING- Your Make-A-Wish contact can create your online page for free! All funds raised are donated directly to Make-A-Wish Arizona to be added to your fundraising total.

PENNY WAR- Each grade level competes against each other to collect the most pennies. Students are encouraged to put nickels, dimes and quarters in another grade's container to get the corresponding amount of pennies subtracted from their total count! The winning grade level gets a prize.

RESTAURANT NIGHTS- Ask local restaurants to support your efforts by donating a percentage of sales to Make-A-Wish Arizona.

TEACHER TALENT SHOW/KARAOKE/TRIVIA NIGHT- Engage your teachers in a fun event to show off their talents, singing voice or trivia knowledge! Charge students to attend.

TOURNAMENT- From basketball to badminton, the options are endless! Recruit teacher teams to add to the fun!

T-SHIRT SALES- Create a unique t-shirt for your fundraising event to encourage Make-A-Wish spirit and camaraderie. The back of the t-shirt is a great place for sponsors to promote their logos. Make sure to run the design by your Make-A-Wish contact before printing! Need some design inspiration? Review t-shirt guidelines with your Make-A-Wish contact!

WINGS FOR WISHES- Your classic wing eating contest with a twist! Each participant can influence the hotness of their wing sauce based on their fundraising efforts. Set a fundraising goal to determine how much needs to be raised in order to enjoy the mild wings. Or create a competition – whoever raises the most eats mild wings and whoever raises the least eats hot wings!

WISH WALL- Sell Make-A-Wish stars (provided by Make-A-Wish Arizona) for a suggested donation of \$1 and create a wonderful visual of support by hanging the stars around the school. You could also turn this into a fun classroom competition and give a prize to the class who sells the most stars.

WORKOUT FOR WISHES- Create a workout in honor of a wish child's medical journey. This is an awesome way to connect participants to the mission of Make-A-Wish. For more information on how to host a Workout for Wishes, please reach out to your Make-A-Wish Arizona contact.

PRO TIP

Increase your impact by engaging more people in your fundraising efforts! Please reach out your Make-A-Wish contact to find ways to engage with feeder schools, corporate sponsors and your entire school community!



GOAL SETTING & PLANNING

Set a realistic, meaningful goal and let everyone know the goal you are trying to reach. The average cost of a wish is \$10,000 cash. If you want to grant two wishes, you would set your goal at \$20,000, then advertise the goal. "Help us grant two wishes and raise \$20,000."

Give updates daily or after major events so students feel connected to the efforts. "We are halfway to our goal of granting two wishes! Continue to give throughout the week and help us reach our goal!"

Track your progress visually. You can create a giant thermometer, or use paper stars to represent each \$100 you've raised. Hang stars/visuals in a place where most students frequent, such as in the cafeteria or by the main office.

Create incentives! For example, at the \$1,000 mark, the Student Council advisor could shave his/her head. At the \$5,000 mark, the principal could dye his/her hair, kiss a pig, get taped to a wall etc.

SAMPLE GOAL SETTING FORMULA

Think of the number of students in your school and how much each can give. For example, if you have 1,000 students & each can give \$5, set your goal at \$5,000 and encourage each student to play a part in making an impact!

Estimated Type of Income	Income/Amount Per Person	Quantity	Total
T-Shirt Sales	\$10/each	500	\$5,000
Miracle Minute	\$1/each	1000	\$1,000
Event Tickets	\$5/each	500	\$2,500
Online Donations	\$10/each	100	\$1,000
Sponsors	\$250/each	6	\$1,500
Total Estimated Inc	\$11,000		

Estimated Type of Expense	Cost	
T-shirts	\$1,500	
Decorations	\$500	
Total Estimated Expenses	\$2,000	

Total Estimated Income -	\$11,000
Total Estimated Expenses	\$2,000
FUNDRAISING GOAL	\$9,000

***Before sharing your fundraising goal and total with your community, please be sure to subtract expenses.

FUNDRAISING BENEFITS

Make-A-Wish Arizona is excited to celebrate your support! Your incredible fundraising efforts will be acknowledged based on the following net donation levels:

\$0 - \$9,999

Access to Make-A-Wish supplies, banner and logo

Make-A-Wish volunteer or staff attend assembly/ check presentation



\$10,000 - \$24,999

Receive a wish child profile unique to your school

A thank you in the form of social media recognition

Option to invite a wish family to be involved in one event

All previous benefits

Additional Benefits

- We will celebrate the top fundraising high school, middle school and elementary school at the end of the school year
- We will have a special celebration with each of our top 10 fundraising schools



BRAND GUIDELINES

The Make-A-Wish name and logo are federally registered trademarks, and we have rules for the proper usage of our trademarks in marketing and publicity efforts.

To ensure all brand guidelines are followed correctly, please share your marketing materials and t-shirt design with your Make-A-Wish contact. For more specific guidelines for t-shirts and branding, as well as sample assembly scripts, please reach out to your Make-A-Wish contact.

Thank you for helping raise awareness about the important mission of Make-A-Wish by using the trademarks, including name and logo, in a way that is consistent with the brand guidelines outlined below. Visit **here** for all of the brand guidelines.

FONTS

Lato: **Download**

Droid Serif: **Download**

If these fonts are not available, you can substitute them with Arial & Georgia

COLORS

The primary color is Make-A-Wish blue. Secondary colors can be found below.

PMS 2935 C | HEX #0057B8 C100 / M52 / Y0 / K0 | R0 / G87 / B184

PMS 2398 C | HEX #00BAB3 | C71 / M0 / Y36 / K0 | R0 / G186 / B179

PMS 178 C | HEX #FF585D | C0 / M70 / Y58 / K0 | R255 / G88 / B93

PMS 1365 C | HEX #FFB549 | CO / M34 / Y76 / KO | R255 / G181 / B73

PMS 1215 C | HEX #FBD872 | C0 / M6 / Y53 / K0 | R251 / G216 / B114

PMS Cool Gray 9 C | HEX #75787B | C30 / M22 / Y17 / K57 | R117 / G120 / B123

VERBIAGE

Please <u>do not</u> use words such as "terminally ill" or "dying," as many wish kids do not have a terminal condition. These labels can instill a sense of defeat and can be counterproductive as wish kids continue to fight to overcome their illnesses.

NAME & LOGO USAGE

Make-A-Wish is spelled with a capital "M" "A" and "W" and has hyphens between the words.

Correct: Make-A-Wish Arizona

Incorrect: Make a Wish Arizona, Make a wish

The name should never be altered for a specific event.

Correct: Delicious Wishes Incorrect: Bake-A-Wish

Never use Make-A-Wish as a verb, noun, or possessive

Correct: Help us grant wishes!

Incorrect: Help us Make-A-Wish come true Correct: Johnny's wish to go to Disney World

Incorrect: Johnny's Make-A-Wish **Correct: The Make-A-Wish mission** Incorrect: Make-A-Wish's mission



The logo may ONLY be Make-A-Wish blue, black or white. It may NOT be cropped or altered in any way. Please do not download our logo from Google; instead, please download the logos your Make-A-Wish contact sends.

Make-A-Wish® Arizona, Kids For Wish Kids® and Wish Week® are all registered trademarks. Any use of these names needs to be approved by Make-A-Wish Arizona. When hosting fundraising efforts in conjunction with these trademarks, 100% of all funds raised must be donated back to Make-A-Wish Arizona.



FAQs

WHAT DO I DO WITH THE CASH FROM MY FUNDRAISER?

All cash should be collected and given to pre-designated individuals from the school or organization. Please submit one check after totaling all donations. The event organizer should deposit any coins and/or cash and then send all funds to the Make-A-Wish Arizona office in the form of a check within 30 days of the conclusion of the campaign.

In the event you receive checks made out directly to Make-A-Wish, we ask that you please forward those immediately to the office address below:

Make-A-Wish Arizona 2901 North 78th Street Scottsdale, AZ 85251

Supporters who make checks out to Make-A-Wish Arizona will receive a written or emailed tax acknowledgment. If a donor requests a tax receipt, please encourage them to write a check directly to Make-A-Wish Arizona or donate through your designated online page.

CAN WE USE AN ONLINE FUNDRAISING PAGE?

Yes, this is encouraged! All online fundraising efforts should be hosted through the designated Make-A-Wish fundraising platform. Your Make-A-Wish contact will assist you in setting up your fundraising page. We ask that no other outside online fundraising platforms be used. We also encourage the use of virtual wallets like Venmo, Cash App and PayPal.

HOW DOES MAKE-A-WISH SUPPORT OUR FUNDRAISING?

Make-A-Wish Arizona is here to help! We provide branded materials, an online fundraising page, wish child information for you to feature during your efforts and speakers at your events.

WILL MAKE-A-WISH SOLICIT INDIVIDUALS WHO DONATE?

Donors who provide their physical address or email address will be included in Make-A-Wish mailing lists, unless otherwise instructed. Donors may receive Make-A-Wish newsletters, annual mailing appeals, invitations to special events or emails.

CAN THE FEATURED WISH CHILD ATTEND OUR EVENTS?

Since not every wish family is comfortable sharing their story or attending large events, we limit this opportunity to returning schools who have previously raised over \$10,000. However, every supporter will receive wish information to highlight during their fundraising efforts.





FUNDRAISING FORM

Kids For Wish Kids empowers youth to make a difference in the lives of other kids. Complete and return these fundraising forms to your Make-A-Wish contact as soon as your fundraising dates are confirmed. Forms must be completed prior to receiving wish information and branded Make-A-Wish items to aid in your fundraising efforts. **Kelly McKeever**, **kmckeever@arizona.wish.org**

*This form may only be submitted by teachers or school administrators, leaders of community youth groups, parents or children age 13 and older School/Organization: _____ Club Name: _____ Address: ____ City: State: Zip Code: Advisor/Primary Contact Name: Email: Phone: Student Contact Name: Email: ______ Phone: _____ Please describe the fundraiser: Date and time of fundraiser: Date and time of assemblies (if applicable): Estimated donation: _____ Estimated Cost of Fundraiser *Should be less than 20% of what is raised: _____ Estimated date donation will be received *Funds should be received within 30 days of your fundraiser: What materials or resources do you need from Make-A-Wish? Please provide a description & estimate: Would you like an online fundraising page set up? ☐ Yes Will you be working with any feeder schools to support your fundraising efforts? Please list here: How did you hear about Kids For Wish Kids? _____ Please list general availability for a meeting with your Make-A-Wish contact (dates/time):



FUNDRAISING AGREEMENT

- Make-A-Wish does not allow door-to-door or telephone solicitations.
- To help protect the Make-A-Wish brand, please be careful when using the Make-A-Wish name and logo. Remember that "Make-A-Wish" is spelled with a capital "A" and with hyphens (not "Make a Wish"). Please also note that our name and logo may not be altered in any way, i.e. do not change the name or logo to read "Make-A-Cake" or "Bake-A-Wish" if your school is conducting a cake walk or bake sale.
- Please do not refer to wish children as "terminally ill" or "dying" as these labels can instill a sense of defeat and can be counterproductive as wish kids fight to overcome their illness. Many wish children are able to beat their critical illnesses and we believe in the importance of keeping a positive mindset.
- Please keep careful track of money you raise and send funds directly to Make-A-Wish Arizona 2901 North 78th Street, Scottsdale, AZ 85251, within 30 days of your fundraiser. Please include your school name or organization in the memo line so the donation can be credited to your fundraiser.
- If you are going to advertise your fundraising efforts outside of the school community or contact local businesses for sponsorships, it is important you coordinate this in advance with your Make-A-Wish Arizona contact. Please ask your Make-A-Wish contact about the Do Not Contact list prior to soliciting support.
- You are raising funds to help grant the wishes of Arizona children with critical illnesses. Sharing wish information with student groups is simply a way for students to personalize their fundraising efforts. Please advertise that you're "fundraising for Make-A-Wish Arizona, to help grant wishes for kids <u>like</u> Claire", instead of "fundraising to grant Claire's wish".
- With the use of the term Wish Week or the Make-A-Wish Arizona name, 100% of the proceeds from your fundraising efforts must be donated to Make-A-Wish Arizona. All funds raised will support wishes as needed, they are not allocated to one specific child or wish.
- If you plan to use the Kids For Wish Kids or Make-A-Wish logo in any public facing documents or t-shirt design, please review our guidelines and send materials to your Make-A-Wish contact for approval.

Γ	We have read and a	gree to follow	the above Ki	ds For Wish Kid	s fundraising rules

OUESTIONS?

If you have any questions, please reach out to your Make-A-Wish contact:

Kelly McKeever, kmckeever@arizona.wish.org



APPROVED BY
Make-A-Wish Staff Member:
Signature:
Date:
_