



What is a Golf Marathon?

- A golf marathon is an exciting way to dramatically benefit SON-Life Camp & Retreat Center and, at the same time, have more fun on a golf course than you ever dreamed possible. Your goal will be to play 100-plus holes of golf in a single day. Impossible you say?
- The average golfer will play 105 holes by the end of the day. We have a few special rules and arrangement that help make this possible:
 - You will score no worse than three strokes over par on any hole (pick up your ball and go to the next hole).
 - No stroke and distance penalty on OB shots (stroke only).
 - We reserve 27 holes at beautiful Orchard Hill Golf Course from 7:00 a.m. to 5:00 p.m. with dinner following at 5:30.
 - Each golfer has his/her own cart and caddie. All this makes it possible to play nine holes of golf in about an hour.
 - Each golfer (or team) will be expected to make the best effort to bring in sponsorship. The goal is to raise at least \$25 per hole for a total of \$2,500 or more. Forms will be provided for you to ask anyone and everyone you know to help you raise money for the Lord's ministry at SON-Life Camp & Retreat Center.

What does it cost?

Each golfer is expected to sponsor himself/herself for \$1.25 per hole (\$125 minimum). This entry fee will help cover the cost for your golf, player package, meals, and prizes for the event.

Do I need a partner or caddie?

Yes! Each golfer needs to bring either a golfing partner or caddie to share the day with. This is necessary for safety and companionship during the event. The caddie will also help keep the pace going and help the event run smoothly by driving your cart, keeping track of your score, etc. And his/her own efforts to raise sponsorship can be a great help to you.

Does it cost anything for my caddie to come?

No! There is no additional charge for your caddie, and his/her meals will be supplied. A golfing partner must pay his/her own \$125 minimum pledge, and the two of you will

be competing in a team event. The partner receives the same player package as you do.

How do I raise sponsorship?

There are two methods to effective sponsorship raising:

Method One: Mail out the sponsorship forms to as many people as you can think of. In about three days, call them on the phone to get their response. (The letter in the sponsorship form says that you will be calling to see if they have any questions.)

Method Two: In person or on the telephone, start calling anyone and everyone you can think of. Have sponsorship forms in front of you to fill out as you make your calls. Use the letter as your script to explain what you are doing and why.

On average, most people asked in person or over the phone will sponsor you for some amount. The lowest response comes to those who simply mail out the forms and never follow-up. Following-up is not pressure; it is a courtesy to assist the sponsor, something the form says you will do.

NOTE: For new golfers AN INDIVIDUAL SPONSOR FORM MUST BE FILLED OUT COMPLETELY FOR EACH SPONSOR. If you need additional forms or letters, be sure to contact Laura at 269.792.2081 or laura@son-lifecamp.org. For return golfers please make any needed changes to your contact on the spreadsheet – no need to fill out new cards.

How will the funds be collected?

YOU ARE NOT RESPONSIBLE FOR CONTACTING ANY OF YOUR SPONSORS AFTER THE EVENT TO COLLECT PLEDGES. We will take care of that for you. We will send a letter to each sponsor informing them of the number of holes you played, funds raised for the day, as well as their pledge total or an acknowledgement of their gift if prepaid.

However to do this, the name and complete address including the zip code of each sponsor must be on INDIVIDUAL SPONSORSHIP FORMS in order for us to be able to send a follow-up letter. Please note: None of your sponsors will be added to our mailing list unless they request to be added or are already on our mailing list.

What is my responsibility?

1. Sponsor yourself for \$1.25 per hole (\$125 minimum is due when you sign up).
2. Find a caddie or partner who can be with you on the day of the event and preferably help raise sponsorship.
3. Make your best effort to raise at least \$25 per hole in sponsorship (\$2,500 when you play 100 holes of golf).
4. Show up at the event with all your completed sponsorship forms in-hand, and golf until you play 100+ holes on Monday, September 9th.

Whom should I ask?

Ask anyone and everyone. The more people you contact, the higher your sponsorship will be. People will sponsor you because *you* believe in this cause even if they do not know about SON-Life Camp & Retreat Center personally.

Here's just a few of the people you can ask:

- Friends
- Neighbors
- Relatives
- Golfing Buddies
- Church Members
- Fellow Employees
- Spouse's Fellow Employees
- Your Boss, Spouse's Boss
- Your Pastor, Youth Pastor

Remember, ask anyone and everyone! The more people you ask, the more sponsorship you will receive. If you should need more sponsorship letters or cards, please contact the camp at 269.792.2081 or laura@son-lifecamp.org.