



Hui Nalu Canoe Club

December 30, 2001

Dear Glenn and the Waterless Car Gang

On behalf of Hui Nalu and myself I wanted to extend a very big Mahalo to you and the Waterless Car Wash Gang.

101 cars, great organization, teamwork and enthusiasm, with a little elbow grease. Lots of support, help and guidance from your group plus a very, very good product lead us to a successful fundraiser.

After the car wash I went over some key points that I would like to share with you.

1. Ranelle Oyabu: taking the time to share the product with me and setting up the initial meeting that started the ball rolling.
2. Following up with our fundraising chairperson and introducing the product to her.
3. Glenn coming to our club's board meeting to do a presentation.
4. A well-organized plan for the day.
5. Orientation you set up with our group to prepare us for the day.
6. Stressing the importance of the pledge. And that it is very possible to reach your goals if everyone comes through with their pledges.

Because of everyone's hard work and commitment we were able to raise \$11,990.00. This has allowed our club to purchase a new World Class Racing Canoe.

Again Mahalo for all your help, and the help of the Waterless Car Wash Gang. At any time a group or organization is going to do a car wash, call me, I would love to help.

Sincerely,  
Reney Ching  
President

## **DRI WASH 'N GUARD WATERLESS CAR WASH & POLISH FUNDRAISING FOR YOUR ORGANIZATION**

Thank you for choosing us for your fundraising efforts. We are confident you will experience the same success that others have in the past years. Organizations such as the Kaimuki-Waialae YMCA, Salt Lake Elementary School, Kawanakoa Science Class, Highlands Child Care Center, Hui *Nalu* Canoe Club and many others already understand the power of Dri Wash 'n Guard Waterless Car Wash & Polish.

Dri Wash 'n Guard Waterless Car Wash & Polish is a product that will clean, seal, polish and protect any vehicle without the use of water. This eliminates the mess involved with using water as well as the need to find a special location with water resources. The patrons are also treated to a far better deal than a "water" car wash since their vehicles will be polished and sealed as well as washed.

A WATERLESS CAR WASH & POLISH will also show the community that your organization cares about the environment by conserving water, which is earth's most precious natural resource.

The method chosen most often is to hold a FREE car wash & polish where money is raised by taking pledges and donations prior to the event and collecting these pledges after.

Profits are earned 3 different ways:

- 1) Donations collected through pledges
- 2) Donations collected at the event
- 3) Proceeds from products sold at the event

To ensure the success of your event, an independent distributor of DWG International will meet with you on at least 3 separate occasions.

- 1<sup>st</sup> mtg: -Initial information and demonstration of Dri Wash n Guard Waterless Car Wash & Polish  
-Initializing forms and discussing promotion of the event  
-Understanding the roles of all people involved
- 2<sup>nd</sup> mtg: -Confirm participants and designate team members  
-Finalize instructions
- 3<sup>rd</sup> mtg: -Follow up report  
-Turn in pledges

The success of your event is dependent upon the participation from members of the organization. If the organization consists of minors (under age 18), then adult representation is required at a ratio of one adult per 5 minors.

Yes, everyone works hard, but we always have a lot of fun. Many friendships have been made through these events and we look forward to working with you to fulfill your fundraising needs.

Mahalo!

Changing the lives of thousands... one person at a time

EXAMPLE OF CAR WASH FUNDRAISER THROUGH PLEDGES

THE FOLLOWING IS A CASE SCENARIO ONLY, ITS PURPOSE TO GIVE YOU AN UNDERSTANDING OF WHAT IS POSSIBLE THROUGH THE TEAM EFFORT OF AN ORGANIZATION.

PLEDGES WILL COME IN VARIOUS AMOUNTS AND SOME PEOPLE WILL OPT TO GIVE A FIXED DONATION.

<b>BASED ON 100 CARS*</b>		<b>TOTAL OF PLEDGES</b>		
<b>PLEDGE/CAR</b>	<b>TOTAL PLEDGE</b>	<b>x20</b>	<b>x 30</b>	<b>x40</b>
\$0.05	\$5	\$100	\$150	\$200
\$0.10	\$10	\$200	\$300	\$400
\$0.20	\$20	\$400	\$600	\$800

\*OUR GOAL OF 100 CARS FOR THE DAY IS USUALLY MET

SCENARIO 1: IF EACH MEMBER TOOK 20 PLEDGES AT \$.05 EACH, AT 20 MEMBERS YOUR TOTAL INTAKE WOULD BE \$2,000.00

SCENARIO 2: IF EACH MEMBER TOOK 20 PLEDGES AT \$.10 EACH, AT 20 MEMBERS YOUR TOTAL INTAKE WOULD BE \$4,000.00

THIS DOES NOT INCLUDE:

- 1) PROCEEDS FROM PRODUCTS SOLD
- 2) DONATIONS COLLECTED AT THE SITE

# **DRI WASH 'N GUARD WATERLESS CAR WASH & POLISH FUNDRAISING FOR YOUR ORGANIZATION**

## **ROLES OF PARTICIPANTS**

### ORGANIZATION

1. TAKE PLEDGES AND/OR DONATIONS
2. ADVERTISING (PROMOTION OF EVENT INCLUDING FLYERS, COUPONS, NEWSLETTERS, RADIO, SIGNS, ETC)
3. DONATION JAR (FOR DONATIONS COLLECTED AT EVENT)
4. SIGN IN SHEET
5. ADULT REPRESENTATION (FOR ORGANIZATION CONSISTING OF MINORS)
6. TOTAL PARTICIPANTS (4 MINIMUM PER CAR + AT LEAST ONE ADULT)
7. BE TRAINED FOR PRODUCT USAGE
8. LOCATION (INCLUDING TENTS)
9. REFRESHMENTS
10. PRODUCT (PROVIDED BY DISTRIBUTOR - COST TO BE DETERMINED ACCORDING TO ACTUAL AMOUNTS USED ANT) WILL BE DEDUCTED FROM THE TOTAL DONATIONS RECEIVED).
11. TERRY CLOTH TOWELS

### DISTRIBUTOR

1. PARTICIPANTS WILL INCLUDE AT LEAST 2 PER CAR
2. SUPERVISE
3. PROMOTE PRODUCTS
4. PROMOTE ORGANIZATION
5. PRODUCTS (FOR APPLICATION AS WELL AS FOR SALE)\*
6. BANNERS

\*PROCEEDS OF PRODUCT SALES GO TO THE ORGANIZATION



## PLEDGE SHEET

**ORGANIZATION:**

**PURPOSE:**

**LOCATION:**

**DATE:**

**TIME:**

NAME	ADDRESS	PHONE	PLEDGE/CAR	MAX. PLEDGE	FIXED DONATION

**DRI WASH 'N GUARD WATERLESS CAR WASH & POLISH FUNDRAISER FOR YOUR ORGANIZATION PRODUCT SIGN OUT SHEET**

**ORGANIZATION:**

**DATE:**

**LOCATION:**

**AUTHORIZED REPRESENTATIVE:**

<b>PROOUCT</b>	<b>SIZE</b>	<b>QUANTITY</b>	<b>INITIAL</b>

**DRI WASH 'N GUARD WATERLESS CAR WASH & POLISH FUNDRAISER FOR YOUR ORGANIZATION PARTICIPANT LIST**

**ORGANIZATION:**

**DATE:**

**LOCATION:**

<b>NAME</b>	<b>ADDRESS</b>	<b>PHONE</b>

CONFIRMATON

ORGANIZATION:  
PURPOSE:  
LOCATION:  
DATE:  
TIME:

NAME	PHONE	SIGNATURE	MAKE/MODEL/CONDITION OF CAR/COMMENTS



# FREE

## CAR WASH & POLISH

DAY  
DATE  
TIME  
LOCATION

SUPPORT FOR THIS EVENT IS BEING  
PROVIDED BY PLEDGES  
COLLECTED BY THE MEMBERS OF  
THIS ORGANIZATION

**DONATIONS GRATIOUSLY  
ACCEPTED**

PROCEEDS TO BENEFIT:

(NAME OF YOUR ORGANIZATION)

# FREE

## CAR WASH & POLISH

DAY  
DATE  
TIME  
LOCATION

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**DONATIONS GRATIOUSLY  
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