

BUDGET

Managing a budget for a service project is essential for success, but sometimes the money available doesn't cover everything you need. That's where creative thinking comes in. Whether it's through selling items, finding sponsors, bartering, or getting donations, there are many ways to increase your budget or stretch the funds you have. Being able to think outside the box and "sell" your ideas effectively can make a huge difference in managing a limited budget.



CONVERSATION STARTER: Think about a time when you bought something you didn't think you needed. What convinced you to buy it?

BUDGETING

Step 1: In small groups of 4-5, give them 5 minutes to create a Budget for a pretend event such as a birthday party or other event

- Have participants create a simple budget for their event. They should include what they think the cost would be for items like:
 - Supplies (e.g., materials, snacks, printing)
 - Venue (if applicable)
 - Miscellaneous (e.g., transportation, promotional items)

Step 2: Brainstorm Ways to Stretch the Budget

- Ask participants to think creatively about how they can stretch or increase their budget. Challenge them to come up with at least three ideas for reducing costs or raising additional funds. Some examples include:
 - Sell items at events: (e.g., baked goods, t-shirts, or a DIY photo booth)?
 - Barter goods or services: Trade with a local business for what they need?
 - Repurpose materials: Could they use recycled materials or get donations of unused items from others?
 - Ask for donations or sponsorships: Could they ask for donations (e.g., supplies, food, or venue space)?

Step 3: Present Your Budget Stretching Ideas

- Have each group present their original budget and the creative ways they plan to stretch or increase their budget.

KEY OBJECTIVES

-Learn how to engage people in supporting a cause in a way that builds trust and inspires action.

-Learn how to think creatively to stretch a budget and raise additional funds.

WHAT YOU'LL NEED

-Small everyday objects (pencils, notebooks, shoelaces, etc.)

-Timer or stopwatch

-Print a copy of the appendix for all the participants doing the budget activity.

REFLECTION

- How did you decide what was most important to spend money on for your project?
- What creative ideas did you come up with for stretching your budget or raising additional funds?

SELLING GAME

FACILITATION TIPS

-Explain the different methods you can use to stretch or add to a budget. Model to them the techniques in the activity of how to do a persuasive pitch.

-Give them examples and ideas when they are creating their budgets and thinking of ideas to stretch them.

Step 1: Craft a Persuasive Pitch

- Pair up and choose one object you have on you (e.g., a pencil, a shoelace, a keychain).
- Each person has one minute to convince their partner to 'buy' their object. To make your pitch more persuasive, try using these techniques:
- Highlight benefits ("This pencil is indestructible—you'll never need another one again!")
- Create urgency ("There's only one left!")
- Use storytelling ("This keychain saved me when I lost my keys in the dark!")

Step 2: Practice and Improve

- Switch partners and refine the pitch after each round.
- Focus on improving one technique at a time (e.g., storytelling, urgency, emotional appeal).
- Notice which techniques make your pitch more persuasive. What works best? What could be improved?

REFLECTION

- How did practicing and refining your pitch change how you felt about asking for support?
- What strategies worked best for getting someone interested?
- How can we ask for donations in a way that is respectful and genuine?

Key Takeaway: Managing a budget for a service project is not just about tracking expenses—it's about using creativity and resourcefulness to make the most of your resources. Being able to sell your project and think outside the box to find new ways to stretch your budget can make your project more successful, even when funds are limited.

CHECK UNDERSTANDING

Did the activities help you learn how to manage a budget creatively? What new strategies will you use to raise money or stretch your project budget effectively?



What items will you need for your event?

What will they cost?

How will you get the items (or money to get the items)?
(reuse materials, fundraise, trade, ask for donations, etc.)

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