Celebrating 250 Years of Freedom
7th Congressional District Golf Tournament & Fundraiser
Tournament entry includes 18 holes of golf, golf cart, range balls, light breakfast, and lunch, 1 drink voucher per person, eligibility for door prize(s)

Sponsor Information:

- **Name of Sponsor:** _____
- **Contact Name:** _____
- **Address:** _____
- **Phone Number:** _____
- **Email:** _____

Sponsorship deadline is Sept 28, 2026 **Name of Team (s) and Players:**

☐ Title Sponsor - $7,000 Team Name: _____ Team 2 Name: _____

☐ Platinum Sponsor - $5,000 Player #1 Name: _____ Player # 1 Name: _____

☐ Gold Sponsor - $2,500 Player #2 Name: _____ Player # 2 Name: _____

☐ Silver Sponsor - $1,500 Player #3 Name: _____ Player #3 Name: _____

☐ Bronze Sponsor - $500 Player #4 Name: _____ Player #4 Name: _____

☐ Team of 4 - $475

REGISTRATION DEADLINE: OCTOBER 5, 2026

☐ Single Player - $125

Make checks payable to: **7th Congressional District Republican Committee**
Mail to: 3493 Novum Rd, Reva, VA 22735
Questions: Call (540) 718-0377 or email: larry@brycereeves.com

Monday, October 12, 2026

Culpeper Country Club
2100 Country Club Dr
Culpeper, VA 22701

Sponsor Information
Larry Green (540) 718-0377
email: larry@brycereeves.com

Event Details

8:00 AM - Registration
10:00 AM - Shotgun Start
2:30 PM - Lunch
3:30 PM - Winners Announced

Tournament Details

Scramble Format
$125 per Golfer (Team of 4 $475)
Light Breakfast, Lunch & Drinks Included

What to Expect

Silent Auction
Games
Great Prizes
Community Engagement & Networking

Tournament entry includes 18 holes of golf, golf cart, range balls, light breakfast, and lunch, 1 drink voucher per person, and eligibility to door prize(s)

Sponsorship Levels

***Deadline for Sponsorships is midnight September 27, 2026**
(this allows enough time for printers to complete banner/signs)

Title Sponsor - $7,000

- Two teams (8 golfers) *
- Logo/Sponsor name on Team Shirt(s) *
- Logo on sponsor sign, golfer swag bags, and cart assignment cards
- Speaking opportunity at awards
- Social media recognition
- Logo on front page of program
- Full page add in program
- Sponsored Beverage Cart
- Reserved table at Award Ceremony
- (2) hole sponsor signs

*** On the back registration form, include a second list of names for the 2nd team and shirt sizes**

Platinum Sponsor - $5,000

- One team (4 golfers)
- Logo on sponsor sign and golfer swag bag
- Recognition during awards
- Social media recognition
- Recognition in program
- Full page add in program
- Sponsored Registration Table
- Reserved table at Award Ceremony
- (2) hole sponsor signs

Gold Sponsor - $2,500

- One team (4 golfers)
- Logo on sponsor sign and golfer swag bag
- Recognition during awards
- Social media recognition
- Recognition in program
- ½ page add in program
- (2) hole sponsor signs

Silver Sponsor - $1,500

- Logo on sponsor sign and golfer swag bag
- Social media recognition
- Recognition in program
- ½ page add in program
- (1) hole sponsor signs

Bronze Sponsor - $500

- Social media recognition
- Recognition in program
- (1) hole sponsor sign

You can register and pay online by using the QR Code to the right or you can complete the back and mail in a check or make arrangements to pay cash (see note on back).

7th District Republican Committee
Golf Tournament Fundraiser

Fundraising Field Guide — How to Ask and Win

WHY THIS MATTERS

This tournament is our district's primary fundraising event. Every dollar raised goes directly to supporting Republican candidates and committee operations across the 7th District. When you ask someone to sponsor or donate, you are investing in your community's future.

Your personal ask is the single most powerful fundraising tool we have. People give to people — not to flyers.

KNOW WHAT YOU ARE OFFERING

Before you approach anyone, be confident in what you are asking them to support:

- A golf tournament at Culpeper Country Club on October 12, 2026
- A fun, well-organized community event with great exposure for local businesses
- Multiple giving levels to fit any budget — from $50 individual gifts to $7000.00 title sponsorships
- Recognition in printed materials, on-course signage, and public announcements

Level	Amount	What They Get
Title Sponsor	$7000	Logo on all materials, banner, PA recognition, foursome included
Gold Sponsor	$1,000	Hole sign, name in program, tee gift recognition
Hole Sponsor	$250–$500	Signage at one hole, name in program
Individual Donor	Any amount	Name in program, community recognition

HOW TO APPROACH A BUSINESS

Businesses respond best to a personal, professional ask. Here's the proven approach:

Step 1 — Do Your Homework

- Know the business owner's name before you walk in
- Pick businesses with a community presence — restaurants, banks, insurance agents, realtors, contractors
- If possible, be a customer or bring a referral connection

Step 2 — The Opening

> *"Hi [Name], my name is [Your Name]. I'm a volunteer with the 7th District Republican Committee. We're hosting a golf tournament on October 12th at Culpeper Country Club, and I'd love to talk with you for just two minutes about how your business could be part of it."*

> 💡 *Ask for two minutes. It lowers the guard and most conversations go longer.*

Step 3 — Make the Ask

- Present the sponsorship menu — show options, not just one number
- Lead with value: "Your logo will be seen by over 100 community members and leaders"
- Be specific: "Would a hole sponsorship at $250 work for you?"

> 💡 *Specific asks get specific answers. Vague asks get 'let me think about it.'*

Step 4 — Handle Hesitation

- If they say "I'll think about it" — ask when you can follow up and put it on your calendar
- If they say budget is tight — offer the lower tier or a program ad
- If they say no — thank them sincerely and leave the door open for next year

> 💡 *Never burn a relationship over a no. A gracious exit often turns into a yes next time.*

HOW TO APPROACH AN INDIVIDUAL

Individual donors are often overlooked — but they add up fast. Friends, neighbors, church members, and fellow Republicans are your warmest leads.

- Start with your own network — people who already know and trust you
- A personal text or phone call beats a mass email every time
- Frame it as joining you, not just giving money:
  "I'm helping raise funds for our district's golf tournament this fall. Would you consider buying a foursome or making a small donation? It would mean a lot to have your support."
- Offer to play together — a foursome is a great ask for a group of friends
- For non-golfers, suggest a straight donation or a raffle ticket

> 💡 *People give when they feel personally invited. Make it about the relationship first.*

FOLLOW-UP IS EVERYTHING

Most donations don't happen on the first ask. Consistent, respectful follow-up closes the gap.

- Always set a follow-up date before you leave or hang up
- Send a brief thank-you text or email within 24 hours of any conversation
- Follow up no more than twice — once at one week, once at two weeks
- When someone commits, confirm the amount and payment method on the spot

> 💡 *Keep a simple list: who you asked, what they said, and when to follow up. Even a notepad works.*

QUICK DO'S AND DON'TS

DO	DON'T
✓ Be enthusiastic and confident	X Apologize for asking
✓ Use the prospect's name	X Read from a script word for word
✓ Listen more than you talk	X Pressure or guilt anyone
✓ Offer multiple giving levels	X Accept a vague non-answer without a follow-up date
✓ Thank everyone — yes or no	X Forget to follow up on commitments

Remember: You are not asking for yourself. You are asking for your community.