



**Hooray!
YOU can save
on your
child's
tuition!**

When you help raise funds for the Arizona Waldorf Scholarship Fund (AWSF) to support our school, you can reduce your own child's tuition if s/he is at least 5 years of age *and* in full-time kindergarten, **OR** in the grades.

Once you have raised a minimum of \$1,500, every dollar brought into the school that is designated to your family will directly reduce tuition owed by your family.

So how do you get started?

Step 1:

Give your own contribution to the Arizona Waldorf Scholarship Fund (AWSF). You can't very well ask your friends and family to do something you aren't willing to do yourself. Plus, every dollar you give reduces your state tax liability. Provided your household made more than \$32,000 last year, you should have some state tax liability. Look at your tax returns from last year to find out how much you paid in taxes to the State of Arizona. If you make a contribution of that size (up to a maximum of \$500 for a single filer or \$1,000 for a married couple filing jointly), you should receive it back in your tax refund come tax time.

Step 2:

Make a list of all the people you know who would benefit from reducing their tax liability in the State of Arizona – that's pretty much everyone you know who lives in the state. The list could include: friends, family, coworkers, people with whom you do business, neighbors, fellow church-goers, people at your gym or yoga studio, members of your professional association, and many more.

Step 3:

Make sure everyone on your list gets a packet about AWSF. You may use the templates provided (see attached or go to www.tucsonwaldorf.org to download). Also, include personal notes on each letter, mark the return forms with your family name (where it says "Please direct my contribution to the following Waldorf Family"), and mail or hand deliver the packets on or before November 10th.

Step 4:

Call everyone on your list or talk to them in person. Start contacting people about one week after you have mailed out your packets.

10 Ways You Can Make Your AWSF Requests Better

★ Write personal notes on each letter.	★ Hand address your envelopes and use fun postage stamps.
★ Have your child write notes or sign the letters with you.	★ Make follow-up calls starting one week after you've sent the letter.
★ Enclose a photo of your child or one of her/his drawings.	★ Give your letters out personally.
★ Invite people from your list to tour the school or attend a festival.	★ Start early! Many tax credit programs and direct mail appeals go out at this time of year. You want to be first!
★ Take your friend out to coffee and ask her/him personally to contribute.	★ Involve your entire family and make it fun!