

In addition to your time spent on the build site, fundraising is vital to Habitat's work. As the team leader, you'll share more about fundraising support with your volunteers. Once a volunteer joins your team, they'll have access to share.habitat.org, a peer-to-peer fundraising website that will make sharing their story with others simple and impactful.

We've also developed a [fundraising toolkit](#) that offers more ideas for fundraising the program donation. We hope you'll share these resources with volunteers interesting in learning more about how to fundraise.

Team Leader Community Ideas

Lead by example: When the team leader is actively fundraising, supporting volunteers' campaigns, and sharing updates on social media, volunteers are more likely to do the same.

Ask self-funded volunteers to share their Share.Habitat page anyway: Ask all volunteers to share with their networks of family, friends and colleagues about their work with Habitat. By sharing publicly about their own involvement, they may inspire Habitat's next donor or volunteer!

Equate dollars to what they can purchase for a home: Share donation levels that would provide a bag of cement, a couple of cinderblocks or the roof, for example, to put giving into context and remind donors that every dollar is meaningful.

Share authentically: Potential supporters are more likely to relate and give you their support when you share a short, personal story and connect with them.

Fundraise creatively: Make asking for donations less awkward by doing something you already love to do at the same: teach a yoga class or coach a workout, hold a charity concert, bake sale or yard sale, host a cookout or dessert party, and sell crafts on Etsy. Make fundraising fun for everyone! Advertise a suggested (minimum) donation amount, but have a jar available for additional freewill donations.

Update on fundraising milestones: Challenge your team with weekly or monthly fundraising goals and encourage healthy competition by recognizing those who reach them.

Remember to look into matching gifts or corporate donations: Encourage volunteers to inquire with their employers regarding charitable donation matching or corporate gifts.

Thank your supporters: Think of a creative way to thank those who have supported your team. Remind volunteers to thank supporters promptly—and consider going above and beyond. You might create thank you cards made out of photos taken in-country with the home or partner family and mail them to donors after returning home, purchase small trinkets or token of your appreciation in country, or create a blog where your at-home supporters may follow along!