

## Need pointers on how to ask for a donations?

Follow these six donation conversation steps!

### **Step 1- Share the Need**

Backpacks for Africa is Project Lucas's premiere project. It all started when our founder met a little girl named Mary who could not go to school because she lacked a simple notebook.

The average Kenyan family makes less than \$2 a day, leaving most children unable to afford school supplies and, therefore, unable to attend school. Project Lucas partners with sponsors to provide children with backpacks that are filled with enough school supplies for each child to attend school for two years. Each student and their family will hear the gospel during a backpack ceremony because of your sponsorship.

### **Step 2- Why is the mission important to you?**

Something as simple as school supplies should not hold a child back from receiving an education. You and/or your group can assist Project Lucas to ensure Kenyan children receive an education and hope for a better future through the gospel of Jesus Christ. The day we hand out these backpacks is amazing; you can check out some cool videos and pictures at [projectlucas.org/backpacks](http://projectlucas.org/backpacks).

### **Project Lucas's mission statement**

We share the gospel with impoverished Kenyan children while equipping them to escape poverty. By meeting needs, giving access to education, and investing in their communities, we're able to ***help change the world one child at a time.***

I can't change the whole world, but I can change the whole world of one child through supplying backpacks to Kenyan children who can't attend school due to financial challenges.

### **Step 3- Tell them what you are doing about it**

While participating in the Project Lucas Fitness Challenge, myself and my team are going to walk, run, hike, etc. \_\_\_\_\_ miles and attempt to raise \$\_\_\_\_\_ to provide \_\_\_\_\_ backpacks. Every \$20 I raise equals one backpack. I would love for you to help me.

### **Step 4- Pause and wait for an answer**

Then refer them to your personal Project Lucas Fitness Challenge Website. They can also make a donation by check. Please mail checks to:

Project Lucas  
PO Box 64472  
Virginia Beach, VA 23467

### **Step 5- Thank them and pray that God will move in their hearts**