



COMPañEROS

Companions on the Journey

CHRISTIAN FOUNDATION FOR CHILDREN AND AGING

Winter 2010

Lynches host booth at Catholic women's event

Larry and Mary Lynch were inspired by their 10-year relationship with their sponsored child Christian and wanted to do more to introduce others to CFCA. After they returned from a mission awareness trip in 2008, they looked for opportunities to share sponsorship in their local community.

As the International Concerns chairperson for the National Council of Catholic Women (NCCW), Mary felt a natural connection between the NCCW members and CFCA sponsorship.

"When my husband Larry and I became aware that the NCCW national convention was just one hour from our parish, we contacted CFCA about hosting a booth," Mary said.

CFCA provided materials and sponsorship folders, and the Lynches created a tabletop display.

"I created a poster entitled 'See Christian Grow,' using his photo



Larry and Mary Lynch promote CFCA at various events such as the National Council of Catholic Women's convention.

from each year of sponsorship. This was helpful in attracting attention. While the convention was a bit smaller than we had anticipated, exhibitors were stationed outside the meeting rooms so it was very easy to communicate with participants."

The Lynches enjoyed staffing the booth and were able to sign up several new sponsors. They encourage other CFCA volunteers to consider different ways to introduce sponsorship and not to get discouraged if the results are not immediate.

Larry suggests having music at the table, and Mary's advice is simply to smile and have fun. ■

How to bring light to your cause

Staffing a booth at a community event can be fun and rewarding. Whether it's a casual neighborhood fair, a large convention or a sponsorship weekend event, the guidelines for making a good impression remain the same.

When working at the table or booth it's important to make eye contact and greet everyone with a smile. Asking people how they are enjoying the event is a nice way to start a conversation. Standing behind or to the side of the table gives potential sponsors plenty of room to look at the folders and other materials.

It's important to share your enthusiasm and a few statements about why you sponsor. However, be prepared to listen and to allow people to reflect on the photos and family profiles.



Community events are great places to promote CFCA

Ted Dauphin, a CFCA outreach volunteer in Texas, enjoys getting out in the community and raising awareness of CFCA's Hope for a Family sponsorship program. He believes community fairs and events provide a great opportunity to meet people of good will who would be interested in helping others.

Ted understands it's important to make sure the event is a match with CFCA values, so he looks for family friendly events. To find the best venues, he researches on the Internet and in newspapers for local community fairs and events.

That's how Ted encountered the Fire Ant Festival. The festival is a popular event featuring Texas cuisine, a bicycle race, and



The Texas Fire Ant Festival (above) gave Ted Dauphin the opportunity to share about CFCA sponsorship.

booths for nonprofits and local vendors. In addition to providing information about CFCA, Ted had sponsorship folders available and signed up many new sponsors.

Ted also hosted CFCA sponsorship tables at the Dogwood Trails Festival in Palestine, Texas, the Azalea Festival in Tyler, East Texas Baptist University Family Fest in Marshall, and the Multicultural Festival in downtown Nacogdoches.

But his biggest event to date is the East Texas State Fair, a 10-day event held in the fall. For two years in a row Ted spent all 10 days of the fair talking to people and inviting them to make a difference by becoming a sponsor.

The first year he recruited help from family members. In 2009, local sponsors joined Ted to promote CFCA and share their experience with sponsorship. ■

Introducing sponsorship at Midwest family conference

Dolores Nangle had been aware of the Midwest Catholic Family Conference for a while and thought it would be a good opportunity to introduce others to CFCA. She contacted her friends Ellen Weignant and Lisa Newland, who are also CFCA sponsors, and asked for help in hosting a sponsorship table at the convention center in Wichita, Kan., last August.

Dolores, Ellen and Lisa spoke to more than 200 people during the three days of the event and signed up six new sponsors.

"During the workshops and presentations, speakers were talking about the fact that it is our duty as Christians to help others,"

Dolores said. "At the CFCA table, we were able to show a way to do just that."



CFCA Co-founder Bernard "Bud" Hentzen speaks to booth visitors in Wichita, Kan., about sponsorship.

Dolores recommends wearing comfortable shoes because it is important to be standing and ready to interact with people passing by the booth. They also made eye contact, were outgoing and friendly, and asked about the convention.

Once the conversation started it often led to questions about CFCA and what sponsorship was all about.

"We were so excited to talk about all the wonderful aspects of sponsorship and that as sponsors we benefit as well," Dolores said .

With the help of our CFCA volunteers, we will be there again this year! ■