



FCA MID-ATLANTIC FLAG TOURNAMENT

2018 Play Book

*"Impacting the World for Christ through athletes and
coaches"*

October 22nd, 2018
Eagles Nest Country Club
Towson, MD

NAME: _____

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CONTACT INFORMATION

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FCA MID-ATLANTIC

2018 Flag Tournament

Dear Participant:

Thank you for your commitment to play in the Annual FCA Mid-Atlantic Flag Tournament on October 22nd, 2018 at Eagles Nest Country Club in Towson, MD.

You are going to have a blast participating in this event! This year we are going to be playing in a Ryder Cup Format. The sheer magnitude of playing golf all day in a Ryder Cup format will give you a major adrenaline rush! In addition, you will be competing for exciting prizes and making new friends. You'll receive plenty of food and soft drinks throughout the day! You will also receive a player package and other gifts, and be eligible for incredible prizes. And while you're having all this fun, you'll be making a tremendous difference in the lives of many young people.

This year, our goal is to raise \$100,000 with 80 participating golfers! These monies will allow us to expand the ministry and impact many more lives.

The monies raised this year will support FCA's Regional Ministries and help us achieve our goals of:

- 1. Presenting the gospel to young athletes through our camp and breakfast outreach programs;***
- 2. Ministering to coaches, professionals, spouses and parents;***
- 3. Partnering with FCA staff, churches, and other ministries, equipping them to utilize FCA to impact the world for Christ.***

Please read the next few pages to get a more in-depth explanation of the FCA Flag Tournament. Thanks again for your willingness to get involved and to invest in kids.

Playing to Win,

Brian Hubbard

Brian Hubbard

FCA Northern Maryland Board Member
FCA Maryland Coach and Huddle Leader

2018 Flag Tournament

The FCA Flag Tournament at Eagles Nest Country Club will be comprised of a field of over 80 golfers on October 22, 2018.

Eagles Nest Country Club is an incredible private course located in Towson, Maryland and offers a challenging yet rewarding opportunity.

Each golfer will be asked to do three things:

- 1. Commit to put forth your best effort to reach the pledge goal of \$1,500;***
- 2. Commit to sponsor yourself for \$200 or more, and;***
- 3. Identify a partner that you can team up with and that will commit to the two requirements outlined above.***

Golfers in the Flag Tournament have a no-cost day. Your golf fees, cart fees, gift package, meals, snacks, and soft drinks are all COMPLIMENTARY! Each golfer that raises certain pledge levels also will receive incredible prizes.

COMMON QUESTIONS

What do you mean by a Flag Tournament?

What is a Flag Tournament?

The great Ben Hogan once said, "Putting should only count for a half-a-shot. What's harder to do? Hit a little white ball from 150 yards to within three feet of the flag or putt the ball into the hole from three feet away?"

He was right! So we're introducing the "Flag Tournament", where the only thing you're trying to do is hit your ball within the flag in "regulation".

Keep your putter in the bag! And sharpen up your iron game!!

It's simple to score. On a par-3 hole, you're trying to hit your tee-shot within the distance of the flag. If you don't, pick up your ball and move to the next hole. On a par-4 hole, you're trying to hit your second shot within the distance of the flag. If you don't, pick up your ball and move to the next hole. On a par-5 hole, you're trying to hit your third shot within the distance of the flag. If you don't, pick up your ball and move on to the next hole.

No putting!!

It's fun. It's fast. And it's easy to score.

But keep those putters handy, because we have an awesome putting contest under the lights at 5:30 pm!!

How many holes of golf do I actually play?

Each team will play 100 holes during the day. We have strategically designed the day to allow us to complete the 3 rounds. We estimate that the golf will take approximately 8 hours. We plan to wrap up the day by 6:30 pm!

Do I have to be a good golfer?

No, but you need to be able to swing the club and keep up with the pace of play. This is the one golf event that combines the area's best golfers and worst hackers! Handicaps will be applied, just note them when you register. (Your average score per 18 holes.)

What's in it for me?

You mean besides the fun of playing on a great course all day and play 3 rounds of golf with a putting contest? Or incredible giveaways and prizes? Or the thrill and challenge of doing something you've never done before? Or the free golf package that you will receive? Or all the food and soft drinks you want? Or, maybe it is knowing that you will be making a tremendous impact on the lives of young people?

What about the prizes?

THIS YEAR'S PRIZES ARE INCREDIBLE! Everyone who reaches a certain level will be eligible to receive the following prizes.

Incentive Levels:

***Top 3 Fundraisers will qualify for a choice of the following:**

1st- Trip for 2 to the 2019 Masters practice round.*

2nd-Golf package-Caves Valley for you and a guest or trip to the 2019 PGA at Bethpage Black

3rd- Baseball package- 4 Orioles Tickets to a 2019 season game

But wait you can still qualify for other great prizes.

\$10,000 Level: Set of irons and Driver with Taylormade (Up to \$1000 value)

\$7,500 Level: Set of irons with Taylormade (Up to \$750 value)

\$5,000 Level: 750 Pts to FCA golf store

\$4,000 Level: 625 Pts to FCA golf store

\$3,000 Level: 500 Pts to FCA golf store

\$2,000 Level: 250 Pts to FCA golf store

\$1,000 Level: 100 Pts to FCA golf store

*Minimum qualification is fundraiser must hit the \$3,000 level

How is the Tournament run?

Registration will begin at 7:30 a.m. (with coffee, juice, and bagels to get you started). At 8:30 a.m. the golf will begin with a shotgun start. You will be paired up with your partner. Once every team is on their assigned hole for their first match, you will start playing. Golfers are encouraged to bring a caddie, if desired. Suggestions for caddies are spouses and children.

How am I going to raise \$1,500 in pledges?

Although it sounds like a daunting task, you can be assured that \$1,500 is an attainable goal. That's 30 people pledging \$50 each or 60 people pledging \$25 each. Pledges can be from friends, family, your church, your work, etc. - start with your Christmas mailing list.

Use the "**Mailer Pledge Letter/Email/Brochure**" (enclosed in Play Book) when you are asking for pledges by e-mail or in person. Have your sponsors return the pledge card to YOU so that you can track all monies raised, because you will turn in this completed form on the day of the Tournament.

Please record all information on sponsors. You can develop your own tracking system on the computer, but make sure that all information is clearly recorded. Remember to mention what the money is being raised for - the kids! Potential sponsors do not have to be familiar with the FCA ministry. However, they need to know that you are committed to helping kids. People are interested in helping needy youth go to an FCA Summer Sports Camp. Remember that your excitement will be contagious!

What is a Hole Sponsor?

For \$1000, \$500 or \$250 someone can become a corporate sponsor. Here is what the corporate sponsor look forward to:

- \$250 The sponsor will receive 1 hole sign during the day of the event and recognition in all tournament materials.
- \$500 The sponsor will receive 2 hole signs during the day of the event, recognition in all tournament materials.
- \$1000 The sponsor will receive 2 hole signs during the day of the event, recognition in all tournament materials.

Do I have to collect the money?

No, you can direct people to the website www.mdfca.org/golf to select your name and sponsor right online or you can collect credit card information on the sponsorship form or you can collect a check to turn in with your commitments. Just turn in your "Sponsor/Pledge Form" with **COMPLETE** information (name, address, phone number) and any money collected on the day of the Marathon.

What if it rains?

Rain, snow, or locusts, we will playunless there is lightning, at that point we will take a short break!

EVENT FORMAT

Here's how the event format will work this year with the Flag Tournament:

- ❖ You and your partner will play in three 18 hole rounds of golf during the day.
- ❖ In the first round, you and your partner will play in a 2 man better ball format. Each team member will play their own ball and the best score of the two.
- ❖ In the second match, you and your partner will play in a scramble format. Each team member will hit and then you will both hit from the best shot.
- ❖ In the third match, you and your partner will play in an alternate shot format. Each team will play only 1 ball, and you and your partner will take turns hitting shots. Note that you and your partner will take turns teeing off on a hole (e.g., you will always tee off on odd numbered holes, while your partner will always tee off on even numbered holes).
- ❖ Putting Contest

How Do I Get Started?

1. Contact Brian Hubbard at 410-371-7623 or bhubbard@kellyway.com and let Brian know you want to play.
2. Fill out and sign the "2018 FCA Flag Tournament Commitment Card" (see attachment) and send a \$200 check to the FCA Office or go online to www.mdfca.org/golf to register. Once we receive the card and your check, your spot in the Flag Tournament will be reserved. *Include your e-mail address on the card* as we will be sending periodic updates and tips via e-mail.
3. Begin immediately contacting those who will be willing to support you. They could be family, friends, work associates, business contacts, fellow Rotarians or Kiwanians, people from your church, neighbors, and anybody else that comes across your mind. If you send the mailers, follow-up with a phone call. A sample conversation might sound like this:

"Tom, you're not going to believe this, but I'm going to play in the FCA Flag Tournament event on November 13th, where I'll be playing golf all day to raise money for kids. It's actually a Ryder Cup format held by the Fellowship of Christian Athletes Ministry. This organization helps build positive values into young people through sports, camps, and huddles. They are working with many young people in the area. And I can't be a part of the Tournament without your help.

I would like you to consider sponsoring me. I am sponsoring myself for \$100. Some people sponsor me for more than this amount and some less. But, I can't do it without your help. Would you be willing to sponsor me?"

4. A sample e-mail to request a pledge (which would accompany the pledge brochure) might sound something like this:

"Joe, I have a favor to ask..... would you consider sponsoring me this year when I play in the FCA Flag Tournament on November 13th. The event is to raise money for the Fellowship of Christian Athletes (FCA), an organization that I'm a big believer in. The money from this event goes to support various FCA Youth Camps throughout the region, which are weeklong camps for kids. These camps build positive values into young people through sports, and have changed the lives of many young people over the years.

I'm sponsoring myself for \$150 this year, and was hoping you would consider some type of donation (\$50, \$100, or any other amount you would feel comfortable with). ANY amount would be greatly appreciated. Thank you for considering this request. Let me know your thoughts when you get a chance. "

THINGS TO REMEMBER

- ❖ Complete your Sponsor Pledge Forms including a complete name, address, and phone number for all supporters prior to the day of the Marathon.
- ❖ Any checks you have - bring them with you. Turn them in at check-in.
- ❖ Collect as many pledges as possible to simplify our collection requirements.
- ❖ Things to bring: golf gloves, hat, sunglasses, sun screen, and yourself.
- ❖ Bring WARM clothes if it's going to be cold. If RAINY - dress for the weather.
- ❖ Registration at 7:30 a.m. We will have a brief meeting after registration and go out and begin to play.
- ❖ If you ARE DRIVING A LONG WAY, you may want to spend the night in a hotel in the area. Call the FCA office for more information.
- ❖ It will be a great day! God will be smiling on us. Thank you for your efforts to keep the FCA Ministry growing.

Prospective Sponsors

| | |
|--|--|
| Work | <ul style="list-style-type: none"> - People to whom I report - People who work for me - Co- Workers - Workers in other departments - Outside people I talk to - Suppliers |
| Neighborhood | <ul style="list-style-type: none"> - Members of the Neighborhood - Neighbors on both sides - Neighbors who have moved - Neighbors across the street |
| People who service me | <ul style="list-style-type: none"> - Service Station - Firemen - Gardener - Housekeeper - Exterminator - Electrician - Milkman - Diaper service delivery - Waiter/Waitress - Dry Cleaners - Bottled Water Rep. - Auto Repair - Cable Installer - Plumber - Pool Maintenance - Meter Reader - Mail Carrier |
| Religious Organizations | <ul style="list-style-type: none"> - Religious Education Directors - Minister/ Priest - Youth Workers - Fellow church members |
| Professional Relationships | <ul style="list-style-type: none"> - Meter Reader - Dry Cleaners - Mail Carrier - Diaper Service - Cable Installer - House Keeper |
| Social Contacts | <ul style="list-style-type: none"> - New and old acquaintances - Members of my country club - People I met at the last party - Regular dinner Party group - Church small groups |
| People who sell me Products | <ul style="list-style-type: none"> - All door to door or party plan salespeople- Mary Kay, Tupperware, Jewelry |
| Organizations | <ul style="list-style-type: none"> - Church - Girl Scouts - Local FCA - Rotary, Kiwanis - Lodges, Moose, Elks - YMCA/ YWCA - Boy Scouts |
| Sports Organizations | <ul style="list-style-type: none"> - Bowling team - Teammates - Racquetball partners - Tennis Partners - Fitness Center - Golf buddies |
| School Contacts | <ul style="list-style-type: none"> - Teachers - Parents of children's friends - Alumni Association - Former Association - PTA |
| People I Have Bought these Products From | <ul style="list-style-type: none"> - Dry Cleaners - Contractor - Babysitter - Druggist - Realtors - Tax service - Banker - Carpet cleaner - Shoe Store - Health spa - Appraiser - Grocer - Gift shops - Video Club - Travel Agent - Rental stores - Vehicle Salesperson - Show Repair - Bakery - Furniture Store - TV repair man - Photographer - Upholsterer - Department stores - Insurance Agent - Laundry - Hardware store - Child Care Provider - Printer - Florist - Wallpaper store - Hair stylist - Convenience Store |



Dear

On October 22, 2018, I will be playing in the FCA Flag Tournament. This year's Tournament will utilize a Ryder Cup concept, and my partner and I will play 100 holes of golf. Sounds like fun, doesn't it?

The Best part though, is that all of the funds raised will allow FCA to continue its tremendous impact for youth Camps, Coaches, and Team Bible Studies.

You can begin to make a substantial difference in the lives of thousands of young people by sponsoring me. And the funds raised go directly to help the FCA efforts. That's why I'm involved! This is a unique fundraiser that has low costs and larger results.

I am personally committed to raising \$1,500! (That's another reason I really need your help.) In addition, I have already sponsored myself for at least \$200. I would love for you to partner with me by choosing on of levels listed below.

Thanks in advance for helping FCA.

Please fill out the sponsorship form below and send it, fax it, hand it to me in person or fill out a sponsorship form online at www.mdcca.org/golf

DETACH HERE

Yes! I agree to sponsor _____ (GOLFER'S NAME)
in the **FCA Flag Tournament.**

FIRST NAME LAST NAME

SPONSOR'S NAME (COMPANY, INDIVIDUAL, OR ORGANIZATION)

STREET ADDRESS

CITY STATE ZIP

AREA CODE PHONE NUMBER EMAIL

Please make checks payable to: FCA (All contributions are tax deductible.)

| |
|---|
| <input type="checkbox"/> \$500: Champion Sponsor <input type="checkbox"/> \$200: Ace Sponsor <input type="checkbox"/> \$100: Eagle Sponsor <input type="checkbox"/> \$50: Par Sponsor <input type="checkbox"/> \$ _____ /Special Gift |
| <input type="checkbox"/> Payment Enclosed <input type="checkbox"/> Bill Me |
| <input type="checkbox"/> VISA <input type="checkbox"/> MasterCard <input type="checkbox"/> Discover |
| SIGNATURE: _____ |
| CARD #: _____ |
| NAME ON CARD _____ |
| EXPIRATION DATE: ____/____/____ |
| <input type="checkbox"/> My employer has a matching gift program for which my pledge is \$_____ |

A Game Plan for Success.....

No athlete or athletic team has achieved their goal of victory by working alone. Every successful effort requires a game plan and teamwork. The same applies to the lives of young people. IF they are to win in life, we must all work together for them and with them.

You have the unique opportunity to invest in the lives of hundreds of high school and college students by sponsoring a hole in the FCA Flag Tournament. Your sponsorship will help today's young people.

We hope you will support the FCA Ministry by....

Reaching adults and youth through FCA programs

Minister to coaches, professionals, spouses and athletes

Having young athletes attend summer camps and breakfast outreach programs



FCA 2018 Flag Tournament Corporate Sponsorship

**Eagles Nest Country Club,
Towson, MD Oct 22nd, 2018**

Hole sponsorship packages.....

- \$1,000 Championship Sponsor:** 2 Sponsorship hole with proper signage, recognition in all FCA Flag Tournament Material.
- \$500 Ace Sponsor:** 1 Sponsorship hole with proper signage, recognition in all FCA Flag Tournament Material.
- \$250 Eagle Sponsor:** 1 sponsorship hole with proper signage and recognition in all FCA Flag Tournament Material.

All sponsorships are a tax-deductible contribution to FCA.

Yes, I would like to be a Hole Sponsor

| | | |
|------------------------------------|-------------------|-----|
| NAME AS IT WILL APPEAR ON THE SIGN | Sponsorship level | |
| Contact Name | E-mail | |
| Phone | Fax | |
| Address | | |
| City | State | Zip |

For More Information on becoming a hole sponsor, please contact:

Brian Hubbard
bhubbard@kellyway.com or 410-371-7623

Payment Information

Please make check payable to
FCA
113 Margate Rd, Lutherville, MD 21093

- Check Enclosed
- Master Card
- Visa
- American Express

Name on Card _____ Expiration Date ____/____/____
 Card Number _____ - _____ - _____ - _____
 Billing Address _____

 City State Zip

2018 FCA Flag Tournament COMMITMENT CARD

CHECK THE BOXES & SIGN:

- Yes, I agree to participate in the Flag Tournament. I believe I can reach the pledge goal of \$1,500 and hereby commit to put forth the ultimate effort for FCA. My personal goal is to raise: \$_____.
- Yes, I agree to sponsor myself for \$200 (minimum) and understand that I am to have my sponsorship campaign in full swing within my first week of signing up.
- Yes, I agree to try to find a partner with whom to play that will also commit to the above two requirements.

Signature _____

Name (Print) _____

Address _____ Zip Code _____

Cell #: _____

Home #: _____

E-mail: _____ Shirt Size: M L XL

Please send this commitment form back to the Brian Hubbard at
bhubbard@kellyway.com.