



Dear Athlete:

Enclosed you will find a letter that you may use to solicit funds for your High Performance fees this summer. When going to businesses there are a few simple guidelines you should follow to be successful.

When approaching the manager or the owner introduce yourself and give a brief description of the program that you are participating in. Explain the pipeline of USA Volleyball and exactly where this program falls into that pipeline.

Explain who Intermountain Volleyball is and our non-profit status. Let them know you can provide proper paperwork to prove the non-profit status of the company.

If they decide to donate have them fill out the donation sheet that is also enclosed. Remind them that all checks must be written out to IVA with the name of the athlete they are sponsoring written in the memo line. CHECKS WRITTEN TO THE ATHLETE WILL NOT BE ACCEPTED AND IS ILLEGAL IF YOU WANT TO PARTICIPATE IN DIVISION I VOLLEYBALL.

All sponsorship levels are also included with the benefits of each. Please explain to the company not only how they will be helping you, but how we can help them.

Thank them for their donation. You will need to send thank you cards to all of those that you receive money from.

Once you have solicited funds, you need to return the donation sheet along with the check to the Intermountain Volleyball Training Center. The business may send the sheet along with the check to the office if they wish. Please ensure that the donation sheet is filled out completely to avoid error in processing your account.

If you have any other questions you can contact me at (801) 534-1933 or [scottk@imvolleyball.org](mailto:scottk@imvolleyball.org)

Good luck raising money for this summer's programs. We are excited to welcome you into the Intermountain Volleyball High Performance family. I look forward to working with each of you as the training sessions approach.

Sincerely,

Scott Keister  
High Performance Director  
Intermountain Volleyball Association



To Whom It May Concern:

Establishment of the High Performance program in the Intermountain Region (Utah, Idaho, and Wyoming,) has proven to be a worthwhile cause. This program enables boys/girls from the ages of 12-18 to train and compete at higher levels than ever before. The High Performance Program is a feeder program for the Youth and Junior National Teams of USA Volleyball. The inception of this program was for the sole purpose of training and developing top level athletes for the Olympic team. Several players from our region have progressed through the pipeline. Top level athletes such as Logan Tom, Lauren Richards, Kristen Richards, Kelsie Kartchner, Lindsey Phillips, Aerial Salvo, Sydney Anderson, Emillie Toone, Charlene Tagaloa and Erica Lott have all competed on National level teams, with Logan Tom representing our country in the 2000 Olympics as well as in 2004 in Greece and will be representing USA in the 2008 Beijing Olympics.

This year the Intermountain High Performance players will participate in one of two events. Some will be participating in a Nationwide event in Tucson, Arizona hosted by USA Volleyball and some will be traveling to Brazil for 10 days to compete against some of the best teams in that country.

Teams are selected based on performance alone. The Intermountain Region gives everyone the opportunity to play on these teams regardless of economic status, race, creed, or religion. The fact that the region allows everyone to play requires the region to subsidize \$125,000 this year alone to cover the cost of these teams. These athletes are already paying thousands of dollars each year to play on their regular season club teams so this experience can be a financial burden to the average family. Any contribution that you could make to assist this program in this athlete's name and others would be greatly appreciated and beneficial in the goal to play at the highest level possible as they pursue the Olympic team.

Checks should be written to Intermountain Volleyball Association in care of the athlete's name. No check may be written to the athlete herself, as it is violation of NCAA rules. Intermountain Volleyball Association is non-profit 501 (c) 3 corporation in the state of Utah. All donations are tax deductible. A copy of the letter certifying this information is available upon request. If you have any questions please do not hesitate to call the Intermountain Region office at 801-534-1933 or email at [scottk@imvolleyball.org](mailto:scottk@imvolleyball.org).

Sincerely,

Scott Keister  
High Performance Director  
Intermountain Volleyball Association



## *Donor Information Sheet*

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Amount Donated: \_\_\_\_\_

Athlete Sponsored: \_\_\_\_\_

Team Sponsored: \_\_\_\_\_

Please remit payment and sponsorship form to:

Intermountain Volleyball Association  
2595 W Custer Road, Suite A  
Salt Lake City, UT 84104

Determination of non-profit status recognized under section 501(a) of the Internal Revenue Code as a 501 (c) 3 corporation. Copies of documents proving non-profit status are available on request. Send all requests to Scott Keister at the address listed above.

Thank you for your contribution to the Intermountain Volleyball High Performance Program. Your generosity is appreciated.

2595 W Custer Rd Suite A ◻ Salt Lake City, UT 84104 ◻ Ph: (801)534-1933 ◻  
Fax: (801) 575-6592 ◻ Email: [scottk@imvolleyball.org](mailto:scottk@imvolleyball.org)

[www.imvolleyball.org](http://www.imvolleyball.org)