

SCHOOLS & ACADEMY WEBINAR:

Getting the Most Out of Your Direct Mail Appeals and Next Steps

March 30, 2023



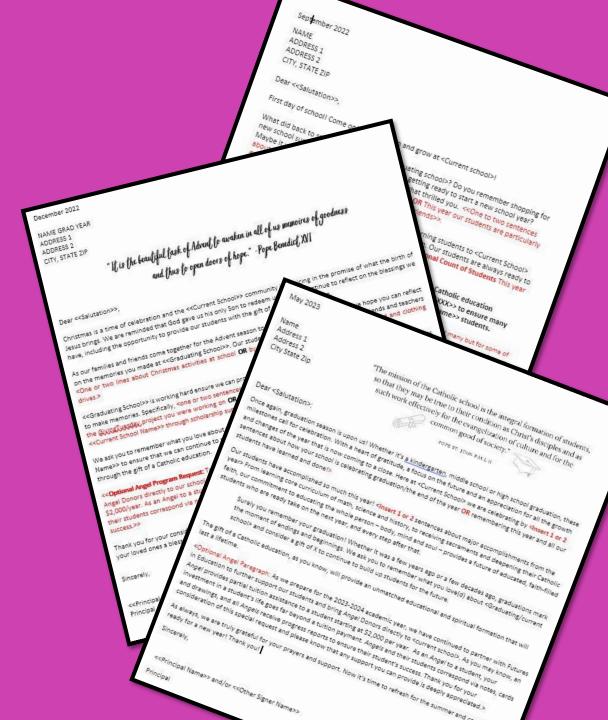


AGENDA

- What are the CAP mailings
- Mailing Expenses
- How can your letter have a greater impact?
- Follow-up
- Guest Speaker
- Q & A

WHAT ARE THE CAP MAILINGS?

- How often are the mailings sent?
- Why is it important?
- How do the mailings work?





MAILING EXPENSES

MAILING EXPENSES

M M M M M

The sample illustration below shows how this works (these are not actual numbers):

MAILING COST	REVENUE	ACADEMY/SCHOOL RESPONSIBILITY	FUTURES RESPONSIBILITY	NET PROCEEDS TO ACADEMY/SCHOOL
\$1,000	\$800	\$800	\$200	\$0
\$1,000	\$1,000	\$1,000	\$0	\$0
\$1,000	\$1,200	\$1,000	\$0	\$200

CORRESPONDING & CULTIVATION E-BLASTS



October 2022 what did back to school mean to you? Do you remember shopping for new school supplies? Or the excitement you felt getting ready to start a new school year? Maybe it was the feeling of the seasons Dear John, We continue the tradition of welcoming our new and returning changing that thrilled you. students to because we know the importance of a faith-based education. Our students are always ready to learn and willing to make the best out of a new year. Let's keep our hallways full and continue the tradition of a Catholic education together. Please consider making a gift today to ensure many more "first days" for future generations of Please know that the family is extremely grateful for you and you Mease know that the family is extremely graverul for you and you support. On behalf of all the current and future students, <u>thank</u> you for all you have done and continue to do for our communit

In gratitude,

6



Merry Christmas

"It is the beautiful task of Advent to awaken in all of us memories of good and thus to open doors of hope." - Pope Benedict XVI

December 2022

Dear John,

Christmas is a time of celebration and the community is rejoicing in the promise of what the birth of Jesus brings. We are reminded that God gave us his only Son to redeem us, and we continue to reflect on the blessings we have, including the opportunity to provide our students with the gift of a Catholic education.

I wish you and your loved ones a blessed and merry Christmas and a happy and healthy New Year!

In gratitude,

Principal

•	
	HAPPY OF
	Xnanksy
	- Jungy
ness	Vishing you and your loved ones a happy and blessed Thanksgiving! Our childred such
	y of you have played such an important role in our children in the classroom, keeping them safe tha Catholic education.
	ateful to you, our faithful alum
	Donate Now:

HOW CAN YOUR LETTER HAVE A GREATER IMPACT?



WHILF PARTICIPATING IN FOOD DRIVES TO SUPPORT BEEN WORKING HARD ALL YEAR GROWING IN KNOWLEDGE AND IN THEIR FAITH. MORE IMPORTANTLY, THE RECENTLY ESTABLISHED ST. KEVIN AND ST. FIDELIS THEY HAVE BEEN GROWING IN CHARITY BY PARISH FOOD PANTRIES. THEY ALSO CONTINUE TO CONTRIBUTING TO THOSE IN NEED, ESPECIALLY DURING SUPPORT ST. MARY'S HOSPITAL FOR CHILDREN AND THIS CHRISTMAS SEASON. THE RONALD MCDONALD HOUSE. THIS YEAR WE ARE EXPECTING 250 STUDENTS PUT THEIR FAITH INTO ACTION BY DONATING FUNDS TO THE TO FILL OUR HALLS AND CLASSROOMS! BREAST CANCER RESEARCH FOUNDATION, AND COLLECTING FOOD TO SEND TO OUR ST. VINCENT DE PAUL FOOD PANTRY. WE ARE PROUD TO REPORT THAT OUR CLASS OF 2022 HAS RECEIVED OVER \$411,000 IN HIGH SCHOOL SCHOLARSHIPS! THAT IS A DIRECT THIS YEAR WE ARE EXPECTING TO EXCEED OUR IMPACT OF A QUALITY CATHOLIC EDUCATION. MAXIMUM ENROLLMENT GOAL OF 415 STUDENTS TO FILL OUR HALLS AND CLASSROOMS! PARTICIPATING IN SUPPORTING PROPOGATION OF THE FAITH MISSION COLLECTIONS. WE ARE PROUD TO REPORT THAT OUR 8TH GRADERS HAVE RECEIVED OVER \$310,000 IN HIGH THE WELLBEING OF OUR STUDENTS IS OF THE UPMOST IMPORTANCE TO US. THEREFORE, FUNDRAISING EFFORTS SCHOOL SCHOLARSHIPS! THAT IS A DIRECT THIS YEAR WILL FOCUS PRIMARILY ON SECURITY IMPACT OF A QUALITY CATHOLIC EDUCATION. UPGRADES TO THE SCHOOL. CUSTOM SENTENCE WE ARE PROUD TO REPORT THAT OUR 8TH GRADERS HAVE RECEIVED OVER \$70,500 IN HIGH SCHOOL SCHOLARSHIPS! THAT IS A DIRECT IMPACT OF A EXAMPLES QUALITY CATHOLIC EDUCATION.

CUSTOMIZATIONS

September 2022

NAME ADDRESS 1 ADDRESS 2 CITY, STATE ZIP

Dear <<Salutation>>,

First day of school! Come on! Time to learn and grow at <Current school>!

What did back to school mean to you at <graduating school>? Do you remember shopping for new school supplies? Or the excitement you felt getting ready to start a new school year? Maybe it was the feeling of the seasons changing that thrilled you. <<One to two sentences about school activities/what you are fundraising for OR This year our students are particularly excited to meet their new teachers and see their old friends>>.

We continue the tradition of welcoming our new and returning students to <Current School> because we know the importance of a faith-based education. Our students are always ready to learn and willing to make the best out of a new year. << Optional Count of Students This year we are expecting XX students to fill our halls and classrooms!>>

Let's keep our hallways full and continue the tradition of a Catholic education together. Please consider making a gift today of <<\$X, \$XX, \$XXX>> to ensure many more "first days" for future generations of <<Current School Name>> students.

<<Optional Angel Program Request: Starting a new school year can be exciting for many but for some of our families, they are struggling to figure out how they can afford to send their child to <<Current School Name>>. You can help by donating to our partner scholarship organization, Futures in Education, and the Be on Angel to a Student program. Visit <u>www.futuresineducation.org</u> and if supporting online, be sure to specify <<Current School Name>> as the school you wish to support.>>

Please know that the <<Current School Name>> family is extremely grateful for you and your support. On behalf of all the current and future students, <u>thank you</u> for all you have done and continue to do for our community.

In gratitude,

<<Principal Name>> and/or <<Other Signer Name>>

Principal

Write Your Own Letter

September 2022 NAME ADDRESS 1 ADDRESS 2

CITY, STATE ZIP

Dear <<Salutation>>,

We are so excited! Our students are back at St. Bernadette vacation, filled with rest and relaxation along with the antici friends and teachers!

As alumni of St. Bernadette, you may remember that special the new year would bring. Our students, especially the new new milestones, but are even more excited to participate in Hill", Tar Beach, Talent Show, St. Nicholas Day, and so much r

All of these amazing experiences are possible because of the community!! Your generosity has afforded us so many oppor unique St. Bernadette traditions going through the generatic standard of academic excellence, sets us apart from the rest

This year we continue to host our ongoing fundraiser just for Giving Tree! This beautiful tree is a way for our alumni not o display their name and graduating year, or honor a loved one floor of our school building. Here is how it works:

- 1. \$50 Donation is a green-colored leaf on the tree v
- 2. \$100 Donation is a gold-colored leaf on the tree

The engraving at the bottom of the tree reads: Although we forever rooted in faith, love, and support of St. Bernadette, leaves as you would like, but please only one name per leaf.

How do you donate? Simply send an email to <u>Mrscordi@stb</u> choice and send a check made payable to St. Bernadette Cat York 11228. It's just that easy!

Please check out pictures of our special alumni tree on <u>Stbernadettebk</u> Instagram page! You can also give us a thrilled to have you "come back home" for a special vis

Please be assured that 100% of your donation goes dire you!

On behalf of St. Bernadette Catholic Academy, teachers hearts! May God continue to bless you and your familie

In gratitude,

Sr. Joan DiRienzo, MPF Principal September 2022

Dear <<Salutation>>.

dette NAME http://addressigne

> There is nothing like the start of the new school year and experiencing the excitement of students once again filling our halls with their laughter, friendships, hopes and enthusiasm.

As pastor of Our Lady of Hope, I am blessed to have such a vibrant, faith-filled school as part of our parish. It brings me great joy to watch our students grow spiritually, socially and academically. I am deeply appreciative of the work of our principal, Giuseppe Campailla, and our faculty and staff. They are committed to continuing the tradition of excellence in Catholic education at Our Lady of Hope Catholic Academy.

My appreciation for the many alumni and friends of our illustrious school also runs deep. You are the lifeline of the school and of the parish. I have been moved by your initial support of *The Hope Fund*. As the fund grows, it has three important components:

- 1. Tuition assistance for families in need
- 2. Future Initiatives focused on enrichment and extracurricular activities
- 3. Capital improvements for ongoing maintenance of the school

This school year will see the return of the Paul Effman Band, Drama Club, Art Club and participation in the Science Olympiad Tournament – a few examples of what is possible with your support.

As we seek to expand the impact of *The Hope Fund*, we want to use this opportunity to <u>reengage</u> with our alumni. I ask that you consider responding in the following ways:

- Share your contact information with us by visiting olhca.org/alumni
- Join us for an alumni mass and reunion on Saturday, November 5
- Contribute to The Hope Fund using the enclosed reply card

On behalf of all the current and future students, <u>thank you</u> for all you have done and continue to do for Our Lady of Hope Catholic Academy.

In Christ's Peace,

Very Reverend Peter J. Purpura Pastor

P.S. Please follow our Facebook page for updates on our upcoming alumni event open to all.

FOLLOW-UP

How to find your alumni, engage them, & get them to donate.

SCHOOL NAME APPEARS HERE Alumni Newsletter Volume | Date Newsletter Main Title Two Lines

on the image you wish to change. Some images may need an extra click as they are part a group of images. Keep clicking until your selection handles are around the one image you wish to

Section Title Parent Teachers Association We think the design of this newsletter is great

as is! But, if you do not agree, you are able to make it yours by making a few minor design tweaks! Tips on updating specific features are available throughout this example text.

To change any of the text in this document, just click on the block of text you want to update! The formatting has already been programmed for ease of formatting.

You can easily change the overall colors of the template with just a few clicks. Go to the Design tab and click on Colors. From the list of colors, you can choose a different color scheme. As you hover over the different choices, you can see what the overall feel of the document will change with each different option.



space. Let the students know something fascinating or something they should look forward to coming up in the near future!

Have other images you wish to use? Click twice replace.



Story tagline or highlight that you wish to pull out. Use this space to tell the reader about something that they can expect to read in this story.

We think the design of this Once the image you wish to newsletter is great as is! But, replace is selected, you can if you do not agree, you are either select "Change Picture" able to make it yours by from the short cut making a few minor design click on the tweaks! Tips on updating choose the specific features are available throughout this example text. You can ea overall cold

To change any of the text in with just a this document, just click on the Design the block of text you want to Colors. Fre update! The formatting has you can ch already been programmed for color scher ease of formatting. over the di

can see wh Have other images you wish the docum to use? It is simple to each differ replace any of the pictures in this newsletter. Click twice In the sam on the image you wish to the colors, change. Some images may fonts of the need an extra click as they easily! Fro are part a group of images. choose a f Keep clicking until your fits your ta selection handles are around the one image you wish to replace.

Story tagline or highlight that you wish to pull that they can expect to read in this story.

"Put a guote here to highlight this issue of



MONTH YEAR | ISSUE X **ST. NAME CA UPDATES** Alumni Newsletter for Graduates of (Graduating Schools)

Reset the theme to restore the

template to its original state!

Highlight Story

more importantly, tells a visual narrative.

their skills

School newsletters give students, faculty, and alumni a peek into what's going on . They're also a great platform for students to hone

The nameplate is one of the most noticeable elements of a newsletter.

Make yours simple but memorable, preferably with a catchy tagline.

Next is the body text. For news stories, put the most important

feature stories, where you're allowed to be more creative.

elements at the beginning. However, you don't have to do this for

Message from Principal, Board **Chair or Student** Feature

Alumni Spotlight/Featured Class

66

Newspapers with rows and rows of body text can look uninviting to readers. Give their eyes a visual break by using pull auotes. Usually set in bigger font than the body text, it can be used to highlight a key point of the article, or serve as a graphic element. Captions also allow readers to scan through the page. A good caption is short but informative.

Quote from Article Above



Upcoming Events List of events:



Artwork can bring life to your newsletter, too. For this, you can enlist the help of artistic students, include a cartoon in your editorial piece or caricatures of well-known personalities in school. Have the artist create a sketch of your school mascat, or even make one for your own school pape

Listening to your readers ensures they keep coming back for more. In your staff bas, include an email inbox where your readers can send in their feedback, comments, or suggestions. To keep audiences engaged, you can also allot a column for letters to the editor. Other contributions like poems or photos are welcome, too. Have some space for helpful information like important academic calendar dates and upcoming events. Last but not the least, strive to abide by the highest journalistic standards of accuracy and fairness. These will serve as your protection against legal trouble.

"Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do elusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, guis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum."

Newsletters



PH

From the Pastor's Desk Dear Alumni of OLPH School

Lenten Greetings from OLPH! I trust you and your families are well. Both the parish and OLPH Catholic Academy are making our way through these truly extraordinary times, and both are open and active, as we follow the pro for everyone's safety and health.

Pope Francis' March intention is about the sacrament of reconciliation: "Let us pray that we may experience the sacrament of reconciliation with renewed depth, to taste the infinite mercy of God." We celebrate the sacrament of reconciliation during Lent with those who will receive First Communion in the Spring and with the higher grades.

I pray that your experience of the sacrament of reconciliation this Lent is fruitful and freeing.

Blessings through the prayers of Mary, Our Mother of Perpetual Help.

r. James Gilmour, C.Ss.R



Front row, left to right: Fr. Clement Krug, Fr. Karl Esker, and Fr. Ruskin Piedro 5902-6th Avenue olphcab.org Brooklyn NY 11220 (718) 439-804



For more details, please contact: Marty Hoban class of 1980 at (347) 203-4774 bigfishmarty@yahoo.com Robbie Rose class of 1981 at (347) 886-6154 bigtime15@verizon.net 5902-6th Avenue

Brooklyn, NY 1122



March, 2021

Page 2

The Board of Directors is currently working on several strategies to help continue the success of the school. Our Marketing & Development committee is enrolled in a program called the Model Catholic Academy guided by the Diocese that is helping us with Enrollment and Fundraising Campaigns.

The annual tuition at OLPH Catholic Academy of Brooklyn is \$5,100. This rate is analogous to all other schools in the Diocese. What is different in our community is that Sunset Park is an economically challenged area of ooklyn. Over 17% of the residents are below the poverty line. This is 25% higher than the State of NY.

We currently have 176 students enrolled in Pre-K through 8th Grade. Due We cutering have 178 students entoted in rice. I mough an Grade. Due to the generosity of our Alumni and other supporters, we have been able to establish a Scholarship Fund. OLPH Catholic Academy of Brooklyn will be offering 2021-2022 Academic Year Scholarships to newly registered students. We will grant student scholarships for grades 1-6. Award lection will be based on need and merit. We hope this endeavor will ost enrollment. Please pray for us and our success to boost enrollmer



March, 2021 Page 3 **DIOCESE NEWS**

Dear Alumni of Our Lady of Perpetual Help School

Eebruary 1 2021

As we look forward with hope and prayer in a new year, please know how much I apprecial your ongoing support of Calholic education at <school name>. I am happy to share with you that in recognition of the importance of the mission we hold dear, Bishop DiMarzio has deemed 2021 a Year of Renewal for Catholic Education in Brookivn and Queens. This decide act or environment overcoment particular and the Epiphanian activity of the environment of users. Note that the continuation of our failth. Thank you.

Our Year of Renewal for Calholic Education recognizes the real importance of Calholic schools and academies for the future faith of our children, and the future of our Church. We know that Catholic school students are more likely to attend weekly Mass, receive their arrow that cannot school subants are more lakely to attemd weekly Mats, rockerve their socraments, entri into regious like, or is simply live their faith introuph charity and mission work. Throughout this pandemic, our Catholic schools and academics have been a source of steruph for deviasitadic communities. Teachers, trainties and subanties have been a source logeher to help the afficient and their families. Our Catholic school learning has been safe, the source of th consistent and strong in the face of so much adversity. Our students and our schools onlinue to succeed. Your diffs have beloed support the even brighter beacon of hope that our Calholic schools and academies have been in our communities

Among the primary focus areas during the Year of Renewal will be to manifest Catholic culture, promote and retain enroliment of students at our schools and academies and renew our focus on academic excellence. The advancement of some of these concepts will extend beyond our schools as well with an emphasis on helping our parish religious education perform your services as wells what an enginalises on repeating your pension reinglous expansion. In programs grow and flourism. The hope is to engage all our parish and school communities in this process. Passform, Principalis, Teachers, Calechiles, silait, Parents, Students, Alurum, Diocesan Administration, Directors of Religious Education and of course our faithful donors

Our hope is to keep you fully involved in this Year of Renewal for Catholic Education. We Can be a to keep you update through in the and released in calculate control of a control control of the contro esineducation.org. As always, we of course would love your prayers. Thank you.

As I conclude, I remind you that Pope Francis has named this the Year of St. Joseph. I ask Var Loomadue, remine you man rouge rannon has harned in the read of all solegat, has you to reflect on 83. Joseph, roiser failter of Jesus, in many ways you play the same important role as he dd, in being a spiritual guardian through your sponsornitip of our students. Throughout this year, please pray often the prayer for the Year of Renewal Intal been enclosed with this letter. Please know that you will be remembered in my prayers – please remember me in yours. Sincerety Yours in Christ

olphcab.org

718 439-80

Jamie J. Higentiello Reverend Monsignor Jamie J. Gigantielik

Brooklyn, NY 11220

Vicar for Dev 5902-6th Avenue



March, 2021

Page 4

March, 2021

Sister Agnes Brennan

1967

5th Grade trip to

Bear Mountain

Photo provided by

Ben Fioriello

olphcab.org

718 439-806

OL

Heavenly Father, we pray for your guidance in the renewal of Catholic Education in Brooklyn and Queens.

Focus our mission in helping children to grow in the love and understanding of Jesus.

As Your Son welcomed the children, may we work to welcome all children in Your name.

Help us to remember the roots of Catholic Education and embrace the poor, the underserved and the immigrant: so that we may be a community that provides for all in need.

Open our hearts to the call of sharing the faith.

Provide us strength to work as St. Joseph did: tirelessly and selflessly providing for others.

May we embrace the challenges ahead; knowing that our work is guiding a new generation of the faithful in Your Name.

Amen. St. Joseph, pray for us!



March, 2021 Page 5

FUNDRAISING NEWS

Thank you all who generously donated to the 300 Club. We are so thrilled to have your support. This support allows us the financial stability necessary to continue providing the best education to our students in a loving and spiritual environment. Stay connected with us on Facebook to see our most recent fundraising campaigns. If you'd like to make a donation online, please go to olphcab.org and click on DONATE. God Bless You!!

300 Club Winner Spotlight

By: George Waters – Class of 1968

I was auite surprised to hear that I had won the second prize in the OLPH 300 Club. I enjoy supporting the school but never thought I would win. have fond memories of the grammar school and all the sisters and teachers that taught me. The Sisters of St. Joseph are the best. I am not just saying that because my Aunt Rosalie was a nun with this congregation. Her name was Sr. Rosalie Patricia Bartley. She never servea arish. That did not matter though because she was my aunt, not Sr. Leo Gonzaga, her name at that time. I received a great education that has helped me along the way

My family on the Bartley side, my mother's maiden name, goes way back to the founding of the school and church. My great grandfather William S Bartley has his name above the auditorium doors. Both of my parents attended the school, as did aunts, uncles and my siblings. I will continue the faculty and staff as well as the school board for all their efforts to keep our grammar school open to educate the students for their futures. I implore all alumni to contribute as their means will allow to assist in keeping our school moving forward.

5902-6th Avenue

Brooklyn, NY 11220

300 Club Winner Spotlight Robert Rose - Class of 1980

March, 2021

Page 6

olphcab.or

718 439.80

Robert Rose, Class of 1981 was one of our winners. This year, his class will celebrate their 40th Anniversary of Graduation from our amazina school. A few members of this class are in reunion discussions and with the blessings of God. COVID will be eradicated and these momentous occasions can be celebrated.

Robert arew up on 59th Street. In 1998, he married Catherine Gallagher from St. Anselm's parish. Robert and Catherine moved to Rockaway Beach in 2000 where they are raising their three children. Robbie (20). Bridget (18 and Shannon (14). After working on Wall Street for 30 years, Robert is now a successful entrepreneur. He the proud owner of a delivery service called Double R Deliveries. The company specializes in delivery of Amazon packages in the South Brooklyn area. Thanks Robert for getting us all of our deliveries in a timely manner. You had great training from the Sisters of St. Joseph with regard to tardiness!

Robert and some OLPH Friends!

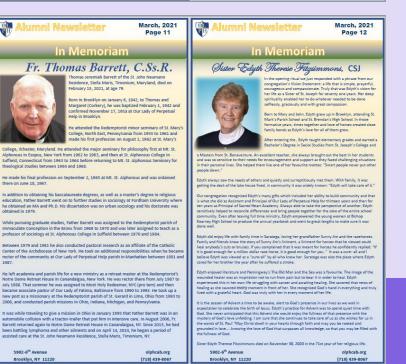


5902-6th Avenue Brooklyn, NY 1122

olphcab.org

(718) 439-806

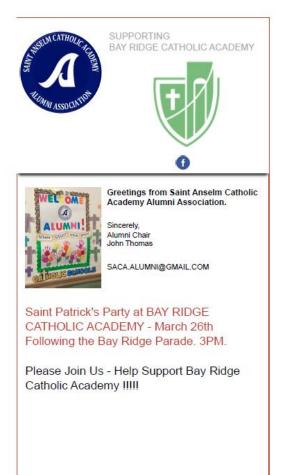




Saint Patrick's Party Fundraiser

St. Anselm Catholic Academy Alumni <saca.alumni+gmail.com@ccsend.com> Thu 3/16/2023 124 PM To: CAP Futures in Education <cap@futuresineducation.org>

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.







DEDICATED DEVELOPMENT PERSON

FORM A DEVELOPMENT COMMITTEE

- Members from your board
- Home Academy Association (HAA)
- Alumni
- Parent volunteers
- Teacher/Administration volunteers
- Pastor
- Parish lay leaders
- Community/business leaders



HOW TO FIND YOUR ALUMNI & UPDATE YOUR RECORDS





VOLUNTEERS

Guest Speaker:

Shane Lavin, Vice President for Advancement Xavier High School



QUESTIONS & DISCUSSION





THE FUTURES **TEAM IS** HERE TO **SUPPORT** YOU!

FUTURE WEBINARS

This presentation will be uploaded to the Virtual Library at www.catholicschoolsbq.org/mdrc

We can help! Please reach out to <u>schoolsupport@futuresineducation.org</u>

Ana Petrullo at 718-965-7308 x1616



FOR BROOKLYN AND QUEENS

Changing Lives Through The Gift Of Education