



FHSSA

Compassion has no borders

Partner Visitation Model: Raising Money to Fund your Trip

The model to do this in a financially feasible way is:

- Work out housing and program visitation logistics in advance. Host hospice usually provides home stays and 3 days of visitation and orientation. Before coming back, a game park or other debriefing tour day is worked in.
- Get best travel arrangement possible (many airlines fly direct to Johannesburg, South Africa and/or Nairobi, Kenya) and establish budget.
- If you recruit community stakeholders (large congregations/pastors, businesses, key volunteers) they usually self-pay the entire amount, get the orientation, and commit to assisting the partnership for 2 years or more.
- For staff, set a flat fee - usually ranging between \$600 – \$1000. We have even had home health aides, part time or family volunteers and Board members go.
- For the difference (about \$1,400 per person depending on the budget) let each person know that s/he is responsible for fund-raising, both individually and together as a team. One popular option is to show a video or movie, such as Rory Kennedy's Epidemic Africa. Plan the event at a team member's home, opt for a viewing at an area congregation, or show the movie at a local theater...inevitably the more exposure you and your team has to the wider public, the quicker you will hit your target goal. Remember, ultimately this is a group process; no one person should feel totally responsible, however, each person makes a real financial (\$600 - \$1000) contribution.