

FINANCING YOUR PARTICIPATION FEE

Congratulations on your selection as a delegate to the Japan-America Student Conference (JASC)!



While International Student Conferences (ISC) covers a majority of JASC expenses, delegates are responsible for a \$3,000 participation fee when JASC takes place domestically and \$3,500 when abroad. The participation fee covers all expenses – international and domestic flights, housing and board, ground transportation, as well as all Conference-related events (forums, receptions, field trips, etc).



Each year, 60-80% of delegates receive partial or full scholarships from their schools or financial assistance from other sources. Fundraising can seem complicated and intimidating, but there are people who can advise, encourage and possibly support your activities. Remember, the EC and ISC are here to support and guide you to secure funding for your participation fee. We want to share with you a few ideas on fundraising for yourself and above all, you **MUST** be proactive!



PLEASE NOTE

You should always contact the ISC office before approaching larger or national organizations, particularly Asian and Japanese societies and organizations. ISC works hard to build relationships of trust with these organizations and many already fund JASC, so it's important we work together to avoid conflicting requests.

How to "ask" procedure

STEP
1



Identify Potential Supporter

- Check the suggested sources of potential donors
- Start brainstorming from there and expand, find out additional sources

STEP
2



Be prepared with your "30 second elevator pitch"

How you are going to "sell" JASC and yourself when talking face-to-face with potential donors - what it does, why you will pursue it, and why they should care

STEP
3



Contact via email and briefly explain JASC

STEP
4



Follow up with a phone call and ask for an in-person meeting

STEP
5



In-person meeting

- Time for your "30 second pitch" on JASC!
- Give additional information about the conference, yourself and persuade them why they should support you

STEP
6



Post-meeting follow up – send a thank-you note

STEP
7



Regardless of the result, email us

Whom you've contacted, how is the procedure going, what sources have contributed to your participation fee

Feel free to contact the Executive Committee at jasc@iscdc.org and the ISC office at (202) 289-9088 for further advice and details on fundraising options.