# Donate Your Boat Program

100% of net proceeds are used to grow the mission of LGF!

#### Step 1: Market and Distribute the Brochure to the Community

- Make the "Donate Boat Brochure" unique for your chapter by adding pictures and chapter contact information.
- Distribute the brochure to public areas like businesses.
- Put an ad in your local paper advertising the program.
- Contact the Home Office to order a BANNER.

### Step 2: Secure a local Boat Dealer Partner

- Ask a local dealer if they would sell (for a commission) any boats donated to LGF.
- Agree on a sales commission (usually 10%). Do not accept "zero sales commission" as an answer; it should be a "win-win" situation.
- Ask the dealer if they would recommend any repairs, detailing, etc to enhance the resale value of the boat and if so, would they hold the invoice for repairs until the boat is sold.

### **Step 3: Securing the Boat**

- When a call comes in regarding a boat available for donation, thank the caller for considering Let's Go Fishing and make an appointment to see the boat.
- At the appointment, determine whether the boat has value and would be a candidate for the program. Damaged or excessively old, worn boats may not be sellable. If the boat is a candidate, let the donor know that they will receive documentation of the <u>actual selling price</u> of the boat when it sells for their tax purposes (IRS requirement). Be sure they understand that the actual selling price is what they can use for tax purposes, not an "estimated value".
- Make arrangements to pick up the boat and deliver to the dealer partner. When picking up the boat, please secure the title and trailer registration information. Have the boat donor sign the bottom of the title form (seller section). Supply the boat donor with a receipt of donation. An official IRS receipt will be sent to the donor upon completion of the sale of the boat. Fax or email a copy of the boat and trailer title to the Home Office (info@lgfws.com) along with dealer's name, address and phone number. The dealer will hold the title signed by the donor until a sale is made and the purchaser check has cleared.
- Take the boat to the dealer and work with them to assess any needed repairs or detailing to insure a sale. At this time, the chapter representative and dealer will work to determine a marketable price for the boat.

#### Step 4: Sale of the Boat

- The purchaser makes out a check to Let's Go Fishing for the price agreed.
- Upon receipt of check and clearing, LGF will send a check to the dealer for their sales commission and a check for 50% of the net proceeds to the LGF chapter. Then the dealer should release the title to the new owner. Official IRS documentation of the boat donation and sale will be sent to the boat donor by LGF.



## "Strong Chapters, Healthy Organization"

50% of net grows the mission locally, 50% grows the entire LGF organization