

10 Ways to Blow THE Roof Off Of Your Golf Tournament Fund Raising!

One of the reasons why a golf outing is such a terrific fundraising strategy is because it is so flexible in its structure. There can be so much more going on at a golf outing than just knocking a little white ball around 18 holes.

*In fact, if the actual golfing is ALL you focus on, you're missing an **amazing** opportunity to raise loads of money for your cause.*



From the minute people start arriving at the course to the minute they leave your banquet you can and should be making money. The following article will describe a number of ways a group can accomplish some of this during the actual play of the event.

Two quick notes about the following suggestions:

First- Each of the ideas below can be tweaked many different ways. Each individual golf course may have its own particular spin on these events. I would recommend consulting with the golf pro at each course and ask him for his thoughts on any of the contests you might be interested in.

Second- Each of the ideas listed below will require the organization to provide [volunteers](#) on the course. These volunteers will have to serve as official judges, and since prizes of cash or desirable merchandise are often at stake, I recommend that you find people to serve who are absolutely trustworthy to hold money and who

have the ability to maintain impartiality, even if they have close friends who will be competing in front of them.

One of the best and most expected places to hit golfers up for money is on the course itself. Many of the participants at your outing will have played at other outings, so they will be prepared for this means of raising money.

Some of the most common forms of “On the Course” fundraising are:

1) Putting Contest – A putting contest can be held before, during or after your golf tournament. The putting contest will serve as an additional fundraiser by charging the golfers for each attempt to qualify for the grand prize. You can have a contest for ½ of the total pot for either Close to the pin, or perhaps that the golfer has to make the putt? You choose. We suggest a tricky 50-60 foot putt to challenge your participants! Some Most putting contests offer a grand prize of \$10,000. Putting contest prize packages can be purchased through



2) Selling mulligan cards is an easy and inexpensive way to make money for your charity golf tournament.

Definition: A mulligan, most simply put, is a "do-over." Hit a bad shot? Take a mulligan and replay that stroke.

So as you've probably guessed, a mulligan is never "legal" under the [Rules of Golf](#). Mulligans are most often employed during friendly rounds by golf buddies; or during charity or play day tournaments where mulligans are sometimes sold. If mulligans are for sale, that means the golfer can buy, say, three mulligans for a set price each. The sale of mulligans is sometimes used as an additional fund-raiser at charitable events.

Many organizers of golf tournaments are aware that these 'do overs' can make them some easy cash, but they still have questions about exactly how they can use special mulligan cards to make them more money. So, let's discover some great ways to make money with very little effort using your golf mulligan cards.

The format of your tournament will dictate how many mulligans you allow and where your participants are able to use them. Each situation is unique. Some tournaments are more serious than others. But, if you change your focus from

fund-raising to making your tournament more fun and creative, the funds will follow.

Using Mulligan cards instead of plain boring raffle tickets adds to the fun and creativity of your tournament and grabs the attention of your players.

Many golf tournaments allow the use of a mulligan on each of nine holes when playing golf. By doing this you are able to generate cash by selling each participant two of these 'take another shot' cards.

Example 1: If you have 100 participants and sell each person 2 cards at \$5 each 200 X \$5 generates \$1000 for your charity.

Example 2: Up the price and double your revenue 200 x \$10 puts \$2000 in your coffers.

1. Beat the Pro

“Beat the Pro” is a common event at a golf outing. This special contest is held on a par 3 hole, and is run by a golf pro from the course you are playing. Although there are various ways to structure this contest, a common method is as follows.

The golf pro, who is stationed on the same hole for the entire event, will tee off first, and the individual players can wager an amount, say between \$10-\$50, that they can hit closer to the pin than the pro on their drive off the tee box. If a player does not hit closer to the pin than the pro, he loses his money. If a player does hit closer to the pin than the pro, he gets his money plus the same amount back (e.g. if a player bet \$10, he would get \$20 back).

Be sure to have a volunteer on the green with a measuring device to ensure accuracy.

If you have a good pro working for you, your organization stands to make a lot of money from this contest, because all the money made by the end of the day goes to the non-profit hosting the event.

A note: make sure to ask the golf pro in charge of the event how much they charge for this service.

2. Pro for Hire

Here is another fun way for non-profit organizations to make money at a golf outing. This is a service called “Pro for Hire”. The golf course holding the event will provide you with a golf pro, who will be stationed at the longest and most difficult hole on the course. He will be there for the length of the day. This pro should be one who has a particular skill for hitting very long drives.

When a team approaches the hole, individual players can decide if they’d like the pro to take their tee shot for them. Of course, this privilege will cost them anywhere from \$10 to \$40 (or more) per swing.

However, if the team isn’t very confident, or if they are in the heat of the competition, a professional drive may be very useful to them and worth the money for the distinct advantage.

A team might also feel pressured into using the pro if they know (or at least suspect) that other teams have done so. Why wouldn’t they buy this if the teams they are competing against did so?

Since teams are paying for the service, there is no wager and thus no potential for players to “steal” money away from the pot.

From a money-generating perspective, let’s say you charge players \$30 for the pro to hit for them. You have 200 golfers, which makes 50 teams. If every team uses this service just once, that’s \$1,500 made at this one hole! Be sure to subtract the amount the course will charge you for the use of the pro all day.

3. Closest to the Pin

Along with “Longest Drive”, “Closest to the Pin” is the most popular of golf outing contests. This event requires two volunteers- one at the tee box to take the wagers, and one on the green to measure and mark the distance. Some groups have teams mark their own putts, but this can lead to disputes and ruin the day, so if at all possible, try to get a volunteer to fill this role.

This event is played on a par 3 hole and the drive that lands closest to the hole/pin (in one shot) wins a pre-determined prize. A hole in one is an automatic winner, of course. Donated items like golf balls, golf shirts, or even free rounds of golf make great prizes for events like this.

In order to qualify for the contest, each player must pay an entry fee. This is usually a lower amount to make sure many players enter, say \$3, although you may set this at any level you wish.

If you have enough volunteers, you could have a “Closest to the Pin” competition on the front 9 holes and the back 9 holes. This way, you can double your money!

4. Longest Drive

This event is very similar to “Closest to the Pin” in the way it is run. A prize is awarded for the longest drive off the tee to the fairway. This is generally played on a par five hole.

Again, an entry fee is set to make a player eligible to win the competition. A volunteer is at the tee box to collect the fee and another volunteer stands to the side of the fairway to mark the longest drives.

With a low entry fee, the volunteer collecting the money should have an easy time convincing everyone to enter and really building up the pot.

For instance, if there are 200 golfers and you charge \$3 to enter and you hold two such contests (one on front 9, one on back 9) and everyone enters, you can make \$1,200, just on Longest drive itself. If you do the same thing with closest to the pin, that’s another \$1,200!) These amounts can really add up!

5. Straightest Drive

In the same family as “Closest to the Pin” and “Longest Drive”, this is an opportunity for players to win a prize.

Since the ability to hit the ball a certain distance is not an advantage here, the only requirement for this hole be that it is straight from tee box to green.

Before the event, ask the golf pro to chalk a straight line, right in the middle of the fairway, from the tee box to the green.

A volunteer who is at the tee box will collect the entry fee. Another volunteer who is in the fairway marks and measures each shot to determine which lands closest to the chalked line, regardless of how far it traveled. A winning drive may have only traveled 50 yards, as long as it is closest to the line.

I would once again recommend setting a low entry fee to maximize the number of players who participate. Also, do your best to get all prizes donated, so that 100% of the pot goes to your organization.

8) String It Out

Definition: String It Out is a tournament format or betting game that is best played with partial handicaps because it includes a twist that offers a small boost to higher-handicappers.

In String It Out - sometimes called simply "String" - all players are issued a length of string, usually a bit over an arm's length (or about 4 feet) prior to the round's start. The string can be used at any time during the round by a player who wants to improve his lie.

Example: Your ball is sitting down in heavy rough, but if you could move it just one foot, you'd have a great lie. OK, take out your length of string, string it out in the direction you want to move the ball. If the string reaches the point where you'd like to place your ball, you can move the ball.

The catch is that each time you use your string, you must cut off the amount of string corresponding to the distance your ball was moved. Move your ball six inches to get out of a bunker, cut six inches off your string (a ball can be moved out of any hazard other than a water hazard).

The string can be used at any time, but, obviously, must be used judiciously or it runs out pretty quickly.

There are a couple options for the length of the string. All players can be issued the same length (usually a yard). In that case, use full handicaps. Or a player can be issued a length corresponding to his handicap. A 15 handicapper would get 15 feet of string; a 2 handicapper two feet. In that case, use partial (usually 3/4) handicaps

9) Lob a Grenade

Another way to raise a lot of money for your golf outing is to offer grenades to your competitors! For a recommended \$5-10.00 per "grenade" your participant can pick up their ball and throw it instead of using their golf club. Ideal for those high



handicappers that land in a greenside sand trap. Not only does this game raise a lot of money, it will be good for a lot of laughs in each foursome!

10) Teeing off from the Red Tees!

\$20 To Hit from Red Tees

Each group or individual may pay \$20.00 each to hit from the red tees. If the players choose not to pay \$20, they must hit from the white tees. This option should be designated at one or two specific holes only. Why is this important? Try to find 2 holes where there is a huge yardage difference between tee boxes. Or a hole that is a par 4 and is possibly reachable with a good tee shot? Your host pro will definitely be able to help you with this one!

Summary: There are many, many more ways to earn money both on and off the course at a golf outing. This abbreviated list just scratches the surface of what's possible!

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For more information, please call Peter Ruzyski at 1-866-871-5837

