



Team Building Strategies for Family Teams

1. Set Goals for the number of walkers and the total amount that you hope your team will raise.
2. Target the people that you definitely would like to ask to walk on your team. Your top prospects should include:
 - You and your spouse or significant other
 - Your children
 - Grandparents/parents/in-laws
 - Your brothers and sisters
 - Cousins
 - Aunts and Uncles
 - Your child's godparents
 - Your closest friends in and out of work
 - Friends that you know are touched by asthma in some way
 - Neighbors
 - Your child's classmates or teammates
3. Make sure you complete or collect a walker registration form for every walker that you recruit for your team. Register your walkers online, or mail or fax their registration forms to your local Lung Association office so your walkers are properly registered for the Walk.
4. Keep you Team Roster Poster updated as you sign up your walkers, and display it in a prominent spot in your home (your refrigerator door is a good spot) so you and your family can see your team grow during the weeks leading up to the Walk.
5. Make sure all your walkers know why their participation in the Walk is important to you and millions of other families who are directly affected by asthma in some way. Encourage every member of your team to gather as many donations as possible from their own circle of friends, neighbors and colleagues. Keep them as informed as possible about the progress of the team's fundraising efforts during the months and weeks leading up to the Walk.
6. Draft and mail (or email) a letter about your family's participation in the Walk to your holiday card mailing list, your co-workers and any business associates you and your spouse may have (see *Letter Writing Campaign.doc*). Encourage all of your Team Members to do the same.
7. Design and order team T-shirts for all the walkers on your team approximately 2 to 3 weeks before Walk day.
8. Plan to have a special pre-Walk dinner or a post-Walk barbecue at your house to help celebrate the day and thank everyone for their support.
9. Have your child write everyone a thank you letter that includes the fundraising results for your team and for the entire Walk.
10. Relax and be proud of the important role your family and friends played in helping the Continentals and American Lung Association win fight against asthma!