



# YOU HAVE BEEN APPROVED

to become an official contestant in the

## MISS KANSAS USA® or MISS KANSAS TEEN USA® Pageant!

Our program offers young women the opportunity to advance their personal, professional and humanitarian goals. If you are crowned our new state titleholder, you will receive an incredible prize package including cash, wardrobe, travel and other fabulous gifts. In addition, if you become our MISS titleholder, the most thrilling and exciting part of your reign will be the chance to compete for the title of MISS USA®. If you should go on to become MISS USA, you will then represent our entire country in the MISS UNIVERSE® Pageant. However, the excitement isn't reserved just for our MISS titleholder. Our TEEN state titleholder will also enjoy the opportunity to vie for the coveted title of MISS TEEN USA®. Just think, YOU could be one of these lucky ladies!

To become an official contestant you will need to pay a \$495 entry fee. Once your entry fee is paid in full and your competition title is approved, we will send you a contestant confirmation packet. This will contain helpful information about the competition and how to prepare. You can use your title to obtain sponsors to help cover your \$800 sponsorship fee. You will receive one spotlight page in the official state pageant program book to promote yourself and thank your sponsors, and/or family. You will be responsible for the design and layout of your spotlight page. Both of these fees help cover expenses for the pageant production, operational expenses, program printing, various prizes, and cash awards. You will be a part of an incredible event, meet other young ladies with similar goals, and learn invaluable things about yourself throughout this journey.

**Upon receipt of your Entry Fee, Preliminary Contract, and Title Request Form (see last two pages included with this letter), we will send you your Title Confirmation Packet, and you can get started!** Even though you have been invited to participate, you will not be officially registered as, or considered a contestant until you return the Preliminary Contract, Title Request Form, and \$495 Entry Fee. Your sponsorship fee will be due at a later date.

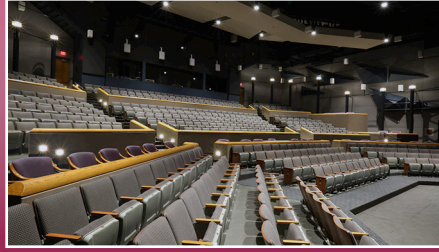
Each state contestant will be judged in three areas of competition: active wear (Teen) or swimsuit (Miss), evening gown, and interview. These areas of competition are equally weighted and designed to help showcase your ability to serve as a role model to your peers. You will have the opportunity to demonstrate your stage presence, physical fitness, personality, communication skills, etc. You will receive more information on wardrobe guidelines and be given detailed information and tips regarding your preparation in your contestant confirmation packet (via email).

**2024 MISS KANSAS USA  
MISS KANSAS TEEN USA**

June 14-16, 2024  
Polsky Theatre  
Overland Park, Kansas

**HOST HOTEL:**

Courtyard Marriott Overland Park



This year the MISS KANSAS USA and MISS KANSAS TEEN USA pageant will be held in conjunction with the MISS MISSOURI USA and MISS MISSOURI TEEN USA Pageant over a three day weekend on June 14-16, 2024, in Overland Park, Kansas. Each state will have their own individual Preliminary Competition Show and Final Competition Show. You will not only meet young ladies from across the state of Kansas but from Missouri as well!

The Miss USA Organization empowers women to develop the confidence they need to achieve their personal best and encourages every woman to step out of her comfort zone, and to simply be herself. A confident woman has the power to make real change, starting in her local community with the potential to reach a global audience.

Representing your state in the MISS USA or MISS TEEN USA Pageant will be exciting and rewarding! All 51 state contestants will be introduced on stage in an opening extravaganza. During their stay in the national host city, the contestants receive the star treatment. What an exciting time for the whole family to enjoy some fun and quality time together!

**No doubt, becoming MISS TEEN USA, MISS USA, or maybe even MISS UNIVERSE, would be the most magical year of your life.**

Remember, now that you've been approved, all you need to do next is send us:

- \$495 Entry Fee
- Preliminary Contract (enclosed, page 5)
- Title Request Form (enclosed, page 6)

At a later date, you will need:

- One color head-shot photo for the official program book and judges' profile
- One floor length evening gown; active wear (TEEN) or swimsuit (MISS); interview outfit; fun fashion runway outfit
- Completed paperwork
- Pay your \$800 sponsorship fee (you receive one full-page spotlight page in the program book to promote your sponsors)

Entering the state pageant is the first step towards these fabulous opportunities. We are excited to have you join us for our fun-filled 3 day event. Please refer to the following pages for specifics on date and location for your state pageant. **There is much more information in the pages to follow, so be sure and read it all.** If you or your parents have any questions, please contact Karen Elliott, at **913-381-7121** or **karen@vanbros.com**. We are happy to answer any questions and want to make this pageant experience a lifetime memory!

Regards,

John, Jason, Karen, and Jennifer  
VANBROS and Associates Staff

# VANBROS and Associates Inc.

23712 W 83rd Ter • Shawnee, KS 66227 • 913.381.7121

[vanbros.com](http://vanbros.com) • [@vanbrosgirls](https://www.instagram.com/vanbrosgirls)

[missarkansasusa.com](http://missarkansasusa.com) • [missillinoisusa.com](http://missillinoisusa.com) • [misskansasusa.com](http://misskansasusa.com)

[missmissouriusa.com](http://missmissouriusa.com) • [missnebraskausa.com](http://missnebraskausa.com) • [missoklahomausa.com](http://missoklahomausa.com)

## Dear Parents:

Joining in the excitement of a major state pageant can be very rewarding for a young lady. It will enable her to meet new friends, enjoy an atmosphere of glamour and fashion, and develop the poise, confidence, interpersonal and career-enhancing skills that will benefit her throughout life! Our pageant is the Official Preliminary to the 2024 MISS TEEN USA® and MISS USA® Pageants. The winner of the 2024 MISS USA® pageant will go on to compete for the title of MISS UNIVERSE®.

Unlike many pageants, the MISS USA® and MISS TEEN USA® State Pageants do not require a performing talent, a platform, an essay, or proof of community service. Rather, our program is designed to discover the poise, personality and beauty within your daughter. We also highly encourage the pursuit of education, and career goals. We usually discover that when a young lady increases her self-confidence, and grows through this journey, she becomes a much more active member of her community and wants to make a positive difference in other peoples' lives as well.

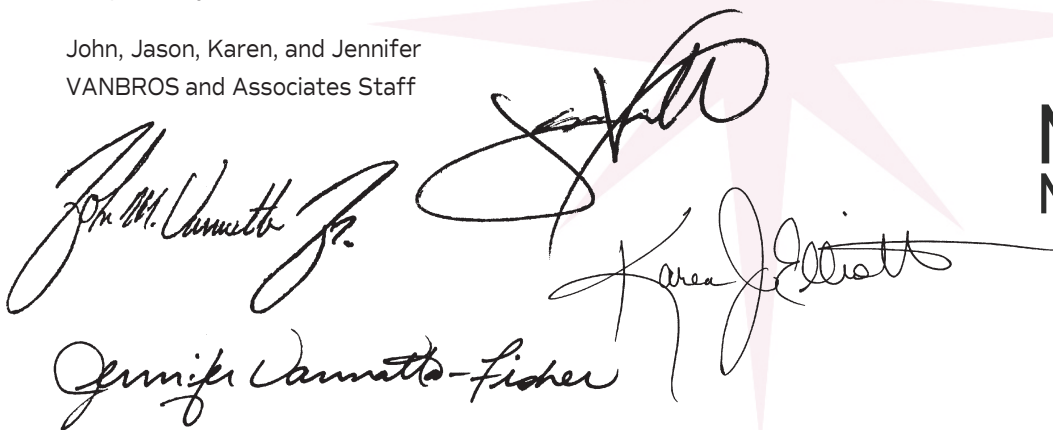
There will be a detailed contestant handbook provided to your daughter if she signs up as a contestant. Through reading the handbook, her personal preparation and rehearsals during pageant weekend, all of our participants will be given instruction on how to enhance their pageant interview skills, runway and stage presentation techniques. For many thousands of young women who have participated in the Official Preliminaries of the MISS USA® and MISS TEEN USA® pageants, the experience will be remembered for a lifetime.

There is information in the packet outlining when and where our state pageant will be held. If she enters the pageant, you will be receiving further information. A link to purchase show tickets for family and friends will be available on the web site at a later date. We want to assure you that your daughter will be well taken care of during the pageant event. There are chaperones on staff to watch over, answer questions, and to assist the girls. Contestants will be responsible for providing for their own hotel room. Registration and the interview competition will take place at our host hotel. If you prefer to stay at the host hotel, a link is provided on the state website to book your room.

Please make sure that you review with your daughter all of the materials you receive from the pageant so that you both will be familiar with our program. Also, if you have any questions, you may feel free to contact us. Our entire staff is dedicated to the tradition of the MISS TEEN USA®, MISS USA®, and MISS UNIVERSE® pageants, and to making this pageant a lifetime memory for your daughter and your family!

Respectfully,

John, Jason, Karen, and Jennifer  
VANBROS and Associates Staff



**MISS \* USA**  
**MISSTEEN \* USA**

KANSAS

[misskansasusa.com](http://misskansasusa.com)  
[vanbros.com](http://vanbros.com)

## JUDGING IS BASED ON:

- Interview Competition - 1/3 of the score
- Evening Gown Competition - 1/3 of the score
- Swimsuit/Active Wear Competition - 1/3 of the score
- There is no performing talent or essay competition

As a state contestant, we promise you fun, excitement and something of value. This journey will be hard work, but you will learn a lot throughout the process. You will make new friends, receive direction on runway presentation, speech and stage technique, as well as work with a show producer and choreographer. You will take part in two stage shows; a Preliminary Competition Show and a Final Competition Show. The crowning of your state titleholders occurs during the Final Competition Show. **Information for your family and friends to purchase show tickets will be announced at a later date. If you would like to attend one of our other State Pageants, watch for ticket information on the state's website.**

## ENTRY FEE:

If you have been selected as a potential contestant, your next step is to ENTER. There is a \$495 non-refundable entry fee. This fee not only covers your paperwork, contestant handbook, secures your local title, but includes theater production costs, some meals, advertising costs, printing costs, cash prizes and awards, and of course sending our new state titleholders to the National MISS USA & MISS TEEN USA Pageants! Once we receive your entry fee, we will send you lots of important information including your official title notification, your online password that gives you access to contestant paperwork, sponsor forms, and the official contestant handbook that contains lots of valuable preparation advice so that you can begin getting ready! **Enclosed, you will find a "Preliminary Contract" form and a "Title Request" form. You will need to fill these out and either mail them back with your \$495 entry fee, or email them and pay the entry fee online.**

Return the \$495 entry fee, preliminary contract and title request form within 14 days. In producing a show of this caliber, it is essential that our official state contestant roster be completed as soon as possible. Please make every effort to meet your deadline. However, if you run into a problem, do not hesitate to contact us at (913) 381-7121 so that we may hold your spot. **We are happy to work through delays with you, but making deadlines or at least communicating any delay with our office is imperative!**

## SPONSORSHIP FEE:

Once you become an official state contestant, you will be required to pay an \$800 sponsorship fee. You will receive one spotlight ad page to promote your sponsors. The spotlight page is a wonderful tool, because you should be able to enter this pageant at little or no cost to yourself or your family. The non-refundable sponsorship fee is \$800 for each state contestant, but it is NOT due now. You will be required to submit 2 payments of \$400 over the next few months (total must be paid prior to date of pageant) to complete your ad page requirement. You may also pay it off early if you wish.

Your sponsorship fee may come from advertisers such as businesses, civic clubs, family, friends and neighbors. You may even decide to sponsor yourself. You can have as many sponsors on your page as you wish. The best part is you will have the opportunity to feature your sponsors on a full-page in the program book! Also, if you raise more than your required amount, that extra money is yours to keep to use on your competition wardrobe, show tickets for your parents, or their pageant weekend hotel rooms! You can also purchase additional spotlight pages in the program book to entice large donations from multiple sponsors. For example, if you have a sponsor that would like to be featured on their own spotlight page, you can purchase additional spotlight pages for \$400 each. The additional spotlight page is a great way to raise EXTRA money towards the pageant! This is an OPTIONAL way to raise more money; you do receive ONE spotlight page with your \$800 sponsorship fee. Finding sponsors has never been a problem to a dedicated state contestant, but it will require work and could pay off in ways you've never dreamed! GOOD LUCK and have fun with it. As always we are here to provide encouragement and ideas. Just call or e-mail us if you need anything.

To help in your fundraising efforts, Vanbros will create you an official contestant graphic with your photo that you can send to family and friends, along with a link to a form where they can submit a sponsor payment towards your required fees. Many contestants and titleholders have also created a Go Fund Me page to help raise money. Visit [gofundme.com](https://www.gofundme.com) for additional information. Remember, your contestant handbook located in the online paperwork area will contain several tips on how to obtain sponsors.

**VANBROS and Associates Inc. | 23712 W 83rd Ter • Shawnee, KS 66227**

**Office Hours:** Monday - Friday, 9:00 am - 4:00 pm

**Phone:** 913.381.7121 | **Email:** [karen@vanbros.com](mailto:karen@vanbros.com) • [jen@vanbros.com](mailto:jen@vanbros.com) • [jason@vanbros.com](mailto:jason@vanbros.com) • [john@vanbros.com](mailto:john@vanbros.com)

**Web:** [misskansasusa.com](http://misskansasusa.com) • [vanbros.com](http://vanbros.com) | **Instagram:** [@vanbrosgirls](https://www.instagram.com/vanbrosgirls)

# MISS USA® MISS TEEN USA®

## STATE PRELIMINARY CONTRACT

Return this preliminary contract, your \$495 entry fee, and title request form to the pageant office within 14 days.

I APPLY AS AN ENTRANT IN THE 2024 MISS KANSAS USA PAGEANT, preliminary to the MISS USA® PAGEANT.  
I WAS BORN DURING THE YEAR 2005 OR BEFORE.

I APPLY AS AN ENTRANT IN THE 2024 MISS KANSAS TEEN USA PAGEANT, preliminary to the MISS TEEN USA® PAGEANT.  
I WAS BORN DURING THE YEARS OF 2005-2009.

**TEENS CONTESTANTS ONLY:** I am not married, have never been married and have never had a marriage annulled. I have not given birth to a child, and am not now pregnant nor am I a parent. If any of these conditions change, then I will notify the state director immediately and I understand that this may affect my eligibility.

**ALL CONTESTANTS:** I have never participated in a previous national MISS USA/TEEN USA® Pageant. I will not participate in any other pageant leading to a national pageant that may be similar in concept to that of the MISS USA/TEEN USA State Pageant, from the date this agreement is signed, until after the 2024 MISS USA/TEEN USA State Pageant. I further agree that my failure to keep and perform this aforesaid agreement shall, at the option of the directors of the MISS USA/TEEN USA State Pageant, and/or MISS USA/TEEN USA® Pageant, terminate my present status as a contestant and bar me from the MISS USA/TEEN USA State Pageant and/or any MISS USA/TEEN USA State Pageant preliminaries.

I am and will continue to be a person of good moral character; I affirm that I have not committed and will not commit any act inconsistent with the highest standards of public morals and conventions or that will reflect unfavorably on the pageant, its representatives, sponsors and/or licenses; that I have not appeared in the nude or provocative photographs for any film or publication prior to the MISS USA/TEEN USA State Pageant, nor will I during my reign should I become the State Winner or MISS USA/TEEN USA®.

I must be recognized medically and legally as a female in the United States, a citizen of the United States, and at least one of the following is true:

(1) I have resided in the State as my permanent and primary residence for a period of at least ninety (90) consecutive days immediately prior to the beginning of the state pageant (although I may have attended school, college or university on a full-time basis elsewhere during all or part of that period); OR

(2) Either:

(i) I have resided in the State as a full-time student at a school, college or university for one entire semester, trimester or summer session immediately before December 31, 2023, and still enrolled as a full time student at a school, college or university and will

continue to reside in the State (although I may spend the summer in another State); OR

(ii) I retained full-time employment in the State (i.e., I work at least forty (40) hours per week in the State, and I qualified for employment benefits provided by my employer) and have maintained such full-time employment for a period of at least ninety (90) consecutive days prior to the date of the State Pageant.

Neither I nor any member of my immediate family (i.e., mother, father, sister or brother) or anyone living in my household is currently, or has within the last two (2) years been, employed by or an officer, director or agent (including a volunteer worker) of any of the following: (1) Vanbros and Associates, any company or enterprise they own or control, or of any company or enterprise under common ownership or control with them; or (2) The Miss USA Organization, JKN Universe, LLC d/b/a The Miss Universe Organization, JKN Global Group Public Company Limited, Ernst & Young ("EY"), any other entity or entities that we designate, or any of the subsidiaries, affiliates or related companies of the foregoing. (IF YOU OR ANY MEMBER OF YOUR IMMEDIATE FAMILY IS EMPLOYED BY ANY OF THE FOREGOING OR AFFILIATED WITH ANY OF THEM, YOU MUST NOTIFY YOUR STATE DIRECTOR IMMEDIATELY, SO YOUR ELIGIBILITY MAY BE DETERMINED.)

I agree that if selected to represent this state in the MISS USA/TEEN USA® Pageant, I will participate in the pageant and abide by all rules and regulations governing that pageant.

I agree that if I win the state title or the title of MISS USA/TEEN USA®, then I will not participate in any pageants during the time that I hold either of those titles, unless authorized in writing by The Miss USA Organization.

If paying any of my mandatory fees via PayPal or credit card, I agree to pay the 3.5 percent handling fee and agree not to dispute any PayPal or credit card charges following the competition. I understand that I may be responsible for any money due if any of my sponsors disputes a PayPal or credit card payment after the competition.

**I understand that ALL FEES are non-refundable, even if I become ineligible based on requirements in the state contestant contract.**

By the signatures below, applicant and her parent or guardian certify that they have read and understand the rules and regulations as set forth within and that applicant meets the requirements and will comply with the rules and regulations stated. Any untrue statement of failure to comply may result in applicant's disqualification.

Applicant Signature

Date

VANBROS and Associates, Inc.

Date of Approval

Parent/Guardian Signature (required if applicant is under 18)

Date

**All fees are non-refundable.**

# MISS USA® MISS TEEN USA®

## TITLE REQUEST FORM

Return this title request form, your \$495 Payment, and preliminary contact to the pageant office within 14 days.

Contestant Name: \_\_\_\_\_ Home Phone: (        ) \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Cell Phone: (        ) \_\_\_\_\_ Home Phone: (        ) \_\_\_\_\_

E-Mail: \_\_\_\_\_

Occupation: \_\_\_\_\_ Work Phone: (        ) \_\_\_\_\_

Date of Birth: \_\_\_\_\_ Current Age: \_\_\_\_\_ I will be competing in **MISS:** \_\_\_\_\_ **TEEN:** \_\_\_\_\_

**MISS:** I was born during the year 2005 or before      **TEEN:** I was born during the years of 2005-2009

Father's Name: \_\_\_\_\_ Cell Phone: (        ) \_\_\_\_\_

Mother's Name: \_\_\_\_\_ Cell Phone: (        ) \_\_\_\_\_

### What is a Title?

To become a contestant, you need to select a competition title. Titles are assigned on a first-come, first-served basis. You can choose a title based on your hometown (Kansas City, Tulsa, Little Rock, Chicago), your county (Jackson County, Seward County, Washington County), or a 'catch phrase' (Show Me State, Sooner State, Razorback Nation, etc.). The other options are the city or county in which you work or attend school, OR the name of your biggest financial advertiser (Security Bank, Ed's Car Repair, Chili's Restaurant, St. Joseph Hospital, etc.)

This title is for pageant competition purposes. It may also be used for appearances, community service, and/or promotion. You may also use your title to seek support from potential advertisers/sponsors. If you ever have a question about how to appropriately use your title, please contact the pageant office. Once you have paid your entry fee and become an official contestant, you will have the option to purchase an embroidered sash with your approved competition title that you can use to obtain sponsors, do community work and/or make appearances. You will also have the option to purchase an official state contestant crown through Vanbros & Associates. Any misuse of the title can result in the title being revoked and your disqualification from the pageant competition.

The title will become effective once you have paid your entry fee and return this form. Your title will expire at the end of the State Pageant, and no further use of the title or sash will be allowed. The sooner you return this form with your entry fee, the sooner your title can be assigned and you can use it to make appearances and obtain sponsors. Every effort will be made to give you one of your top three choices. If none of your choices are available or approved, you will be contacted and we will work with you to find a suitable one. Again, upon receipt of this form, the preliminary contract, and entry fee, you will be notified of your competition title in your title confirmation packet. Congratulations on making this exciting decision, and welcome aboard!

### My Title Requests are:

My 1st Choice: \_\_\_\_\_

My 2nd Choice: \_\_\_\_\_

My 3rd Choice: \_\_\_\_\_

### \$495 Entry Fee Payment: (ALL FEES ARE NON-REFUNDABLE)

I am enclosing a Check or Money Order. Name: \_\_\_\_\_ Check/MO #: \_\_\_\_\_ Payable to Vanbros and Associates

You have permission to charge \$495 to my: MasterCard\_\_\_ Visa\_\_\_ Discover\_\_\_

Name on Credit Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CVV/CVC #: \_\_\_\_\_

Please return all paperwork and fees to: Vanbros and Associates, 23712 W 83rd Ter, Shawnee, KS 66227

# VANBROS and Associates Inc.

23712 W 83rd Ter • Shawnee, KS 66227 • 913.381.7121

[vanbros.com](http://vanbros.com) • [missarkansasusa.com](http://missarkansasusa.com) • [missillinoisusa.com](http://missillinoisusa.com) • [misskansasusa.com](http://misskansasusa.com)  
[missmissouriusa.com](http://missmissouriusa.com) • [missnebraskausa.com](http://missnebraskausa.com) • [missoklahomausa.com](http://missoklahomausa.com)

## SPONSORSHIP 101

### HOW TO PAY YOUR FEES:

Each contestant is responsible for paying a \$495 registration fee and \$800 sponsorship fee (split into 2 payments of \$400), for a total of \$1,295.

The contestant, their parents, other family members, or close family friends typically pays the \$495 registration fee prior to seeking outside sponsors.

You can pay your fees by check, money order, debit/credit card, or on our website through Paypal (there is an additional 3.5% handling fee for online Paypal payments). Checks are made payable to Vanbros and Associates Inc.

After you turn in your registration forms enclosed in the acceptance packet you received along with the \$495 registration fee, at that time you will become an official contestant in the pageant.

We like to have your registration forms and registration fee into the office within 10-14 days from the date we sent you the acceptance packet to hold your spot. If you need a short extension, contact us and we can work with you!

Once you have paid the \$495, at that time is when you will become an official contestant. Once you are an official contestant, you may then seek sponsors for your \$800 sponsorship fee.

The sponsorship fee can be paid in a full payment of \$800. Otherwise, the \$800 fee will be split into two payments of \$400, due every 30 days after we receive your registration fee and registration forms. If needed, we may be able to split your sponsorship fee into 3 or 4 payments. All fees must be paid in full prior to the pageant in order to participate. No payments can be accepted after the pageant. You will receive one spotlight page in the state program book to feature your sponsors, family, and friends. You are responsible for the design and layout of your spotlight page, but we do offer a generic layout free of charge with your photo, name, title, and a "Good Luck! - Friends and Family".

(Please note: 30-day and 60-day payment terms are time permitting - dependent upon how late you sign up, your payment time may be less).

Another great way to raise money is to sell additional spotlight pages in the program book. Each additional spotlight page will cost you \$400. You can sell the page for any amount you choose so anything over the \$400 owed to the pageant office is yours to keep. The bottom line is, if you're organized and tenacious, the pageant could cost you nothing!

After we receive your registration forms and registration fee, we will email and mail an Official Contestant Title Confirmation Packet to you right away. The packet will list your official title, provide a password to access other online paperwork that will be due later and the online Contestant Handbook that answers every question you could possibly have, wardrobe information, a due date checklist and your invoices for your sponsorship fee.

### WHO ARE SPONSORS?

Sponsors can be area businesses, business associations, civic groups, your employer, your parent's employers, church members, neighbors, family, and friends.

Some of the best sponsors are businesses that you and/or your family have done business with over the years, such as: your bank, credit union, family doctor, chiropractor, dentist, orthodontist, accountant, lawyer, insurance agent, real estate agent, financial advisor, photographers, modeling agency, dance studio, fitness center, tanning salon, nail and hair salons, med spa clinic, restaurants, grocery store, coffee shops, ice cream shops, cupcake shops, pizza shops, car dealers, locally owned boutiques, shoe stores, shopping centers and malls, movie theaters, hotels, resorts, amusement parks, country clubs, specialty shops, dry cleaners, jewelry stores, area commercial businesses, advertising agencies, radio stations, television stations business associations, the Chamber of Commerce, The Lions Club, The Rotary Club, VFW, any civic organization. That's just the beginning...be creative!

Many times your parent's employers and business associates will sponsor you. Also if you have a job, be sure to ask your own employer. Many girls are sponsored by their employers, whether it is a part time or full time job!

**STEP ONE:** Sit down with your family and write a list of all the prospective business sponsors in your community. Write a list of all your family, friends and neighbors as well as they can be individual sponsors.

**STEP TWO:** Get organized with your list, make copies of the VANBROS Business Sponsor Letter from the Handbook, compose and make copies of your Personal Letter and start calling, seeing, mailing or emailing your prospective sponsors!!

You are only limited to your imagination and effort!!!

**PLEASE NOTE: You are NOT required to seek outside sponsors!** You or your parents or other family members may pay the full entry and sponsorship fees. You can list your sponsors as “Family”, “Family and Friends” or your own name on the spotlight page. We have many contestants who do this and it is completely acceptable.

You can also set up your own fundraising page on gofundme.com. Many contestants have had great success with this! You can promote this on Facebook, Twitter and Instagram repeatedly for increased exposure. We have also created a “Sponsor Me” page on the state web site that you can promote on social media to help you raise your sponsorship fee!

Social media is a great way to get your message out! Instagram and Facebook are great ways to get the info out to others on how they can sponsor you by posting a link to the state “Sponsor Me” page or your Go Fund Me page.

Use the Press Release in the Contestant Handbook to send to your local newspaper so that they can put an article in the newspaper that you will be a contestant in the pageant. That way you can list your fundraising page and contact information for potential sponsors!

## **BENEFITS TO SPONSORS:**

If you list a business sponsor on your spotlight page in the program book, they will be able to deduct their sponsorship from their advertising budget, and write it off as an advertising tax-deduction. You should provide them with one of the “business receipts” provided in the Contestant Handbook so they will have proof of their payment for tax purposes.

## **HOW TO APPROACH SPONSORS:**

Keep in mind your sponsors will not come to you. You **MUST** go to them! Try to stay away from peak business hours, and always ask to speak with the decision maker; the owner or manager. Be prompt for any appointment you make. Remember to be yourself, show enthusiasm, dressed and groomed to look like you have already won! After all, your sponsor may be talking to the future MISS TEEN USA®, MISS USA®, or even MISS UNIVERSE®.

Before you set out on your sponsorship adventure, read and understand all of the pageant literature that has been provided. This will help you do a better job of selling yourself and the program and **ALWAYS** be gracious.

It is best to meet sponsors in person, by human nature it is a little harder for people to tell you “no” when you are standing right in front of them in person (especially if you have a big smile on your face and looking your very best!).

With that being said, also be aware that many businesses have “No Soliciting” policies and may not appreciate the interruption to their business without an appointment! You will want to be respectful of that notice.

You should make copies of the “VANBROS Business Sponsorship Letter” provided in the Contestant Handbook to present to potential sponsors. I also highly suggest that you also compose and present your own “Personal Letter” that introduces you by name, your contact information, your Title for the pageant and a brief explanation of your purpose for contacting them. You can also use this opportunity to explain to prospective sponsors that the amount they choose to sponsor you for is entirely up to them but many times it helps to list “suggested” amounts to donate. For example, listing \$25, \$50, \$100, \$250, \$500, \$1,000 is helpful to let sponsors know that no amount is too small. Be sure to include your fundraising web page info in your personal letter as well where they can make a sponsorship payment online directly to you.

Once you are equipped with the right tools and looking your best....you can drop off your information to prospective sponsors, and ask for their business card to follow up with them by phone if they are busy.

**All fees paid are non-refundable, NO EXCEPTIONS!**

## **YOU CAN DO THIS!**

**The majority of the contestants in our state pageants pay their fees in this manner year, after year! It doesn't matter if you live in a small town or a large city; there are sponsors out there, you just need to get organized and go ask! Don't let financial issues stop you from achieving your dream!**