

# You Can Afford AIMS IN GRAZ

This Information for • Singers • Pianists • Instrumentalists



Accumulating the money to make the trip to Europe may seem daunting at first, but hundreds have done it and you can, too! Here we outline how to do it. AIMS can help you with ideas for personal fundraising and offers scholarships to certain competition winners, AIMS merit scholarships and work-study grants to support participation in AIMS IN GRAZ. Although limited, these funds can augment your fundraising efforts.

## YOUR CAREER DEVELOPMENT PROJECT

### Start your fundraising project to attend AIMS IN GRAZ immediately!

As a non-profit 501(3)(c) organization, AIMS can accept donations (tax-deductible to the extent allowed by law) up to the cost of AIMS IN GRAZ, airfare, extra living expenses, and a limited amount for career development. Donations to your account in excess of AIMS expenses are disbursed in Graz. See below for information about these accounts.

You have a unique talent that has marketable value. You can do what few others can do and what many people enjoy – make music! The first requisite is to believe in yourself and to believe that AIMS IN GRAZ offers an important step in your career advancement. The second step is to formulate a clear picture of your project. Write your plans in a proposal. Explain the special opportunity that study in Europe offers and how AIMS IN GRAZ meets it. Define your career goals. Tell potential donors exactly what you expect to gain from your summer in Graz. (Study the web site.) Explain the impact it can have on you, your career, your community, school, or region. Publish a brochure stating your plans and goals for AIMS IN GRAZ. Use it to contact potential donors.

- Visualize the pride they will feel when you make your debut with your local or regional opera company!
- Think how proud they will be to see you in their Orchestra!
- Think how they will feel when your students benefit from expertise you learned at AIMS IN GRAZ!
- Think how members of your community will feel when they hear you perform in the future!

Explain how donations to the AIMS Scholarship Fund for your benefit are tax-deductible (U.S. citizens) to the extent allowed by law, and all money contributed supports your study. Contact AIMS through the website (click on "Request Info") to request copies of the "The AIMS IN GRAZ" brochure and copies of the 2007 Poster to use in a display. Print the appropriate web page (Vocal/Piano/Orchestra) to use as information for people who might support your dream. Examine the study and performance opportunities at AIMS IN GRAZ and use these to explain how they will help your language, technical and audition/performance skills. Talk to others who attended AIMS to hear about what they learned. Click on "AIMS Reviews" for quotes of what AIMS alumni say. On request, the AIMS office can provide a letter certifying your acceptance and an explanation of the benefits you can receive from participation in AIMS IN GRAZ.

## Sources of Money

### Your Family and Their Friends

Many participants tell us that family members could afford to help but they didn't want to ask! If you cannot ask *them*, whom can you ask? Do not hesitate! How can you ask AIMS or others to help if you cannot ask your friends and relatives? Explore your immediate family as a source of revenue first. Within the family circle and among their friends, there are people who know you, have watched you grow up and develop your talent and will support your career. Remember, the training of singers starts

later than most professions and the internship is long. Produce outstanding results and they will support you.

### **Interested Parties**

Contact persons who have expressed an interest in you and your career in the past. Now is the time to ask them for help in your career development! Do your homework. Borrow yearbooks from organizations that support music in your area to identify possible donors. Look at the list of contributors in regional opera, symphony and other programs of musical events. Volunteer at one of their offices to make contacts with people who love music. The development directors (fundraisers) at these organizations might be able to direct you to likely sources and provide addresses. Other sources are community foundations, service clubs (Rotary, Kiwanis, etc.), music clubs and women's organizations in your area. Donations made directly to AIMS Scholarship Fund designated to your account and donations to tax-exempt organizations forwarded to AIMS are tax-deductible.

### **Benefit Concerts**

Many singers/pianists/instrumentalists have raised money by presenting benefit concerts at the church where they sing or play; at private homes of friends and interested supporters; at clubs, etc. If they have helped you in the past or a person knows your aspirations, talk to them! Look for a support group (friends, family, patrons, music clubs, opera guilds, "interested parties") to prepare mailing lists, print programs, handle publicity and other time-consuming work needed to ensure the success of the event. Your job is to prepare a superb concert! When a non-profit organization sponsors your benefit concert, funds donated directly to that organization can be forwarded to AIMS. Alternatively, explain in your recital program or in a brochure you write outlining your goals, that individuals can make tax-deductible donations payable to AIMS Scholarship Fund designated for your account. Encourage people to send in their donations immediately. Provide an envelope addressed to the AIMS office in Kansas City, and an enclosure card specifying their name, address and your name as the recipient of their donation. We acknowledge all donations. Be sure to include the date for receipt of funds (payment of AIMS fees is due May 15) to lend an air of urgency to your project! The biggest payoff at your event may be the discovery of a patron who is interested in your project or who has friends who can help. Yes, there are still angels in this world. Start planning today!

## **AIMS SCHOLARSHIPS**

### **National Association of Teachers of Singing (NATS) Competitions**

1. Current First-Place Division Winners at NATS Regional Competitions: Scholarships ranging from \$900 - \$2,000 in the following Divisions **at the Regional level:**
  - Third-year Undergraduate men and women
  - Graduate men and women
  - Fourth-year Undergraduate men and women
  - Post-Graduate men and women (in some Regions)
2. Current **NATSAA Competition winner**

**Other Competitions:** (Awards vary) Current winners of the Opera/Columbus Competition, Baltimore Opera Competition, National Opera Association Competition, Orpheus National Music Competition for Vocalists (Murfreesboro, TN), the Opera Foundation of Australia, The Dallas Opera Guild Career Development Competition, and some Miss America competitors. If you are a winner of a competition not named here, call AIMS to ask to be considered for a scholarship.

AIMS may award scholarships to the second or third place winner if the first place winner cannot accept. For more information about these awards, e-mail the AIMS office, and state which award and level you won. Be prepared to provide documentation of your win.

**Metropolitan Opera Competition Winners** may petition the governing council to request funds to help offset airfare/travel costs to Austria.

**Fulbright Recipients:** The AIMS "German for Musicians" course can meet your language study requirements before the start of your academic year. It should be possible to use your travel grant for travel to Graz.

**Faculty Enrichment Grants:** Teachers desiring to study at AIMS IN GRAZ are encouraged to seek continuing education funds from their institutions.

**Foundations/Grants/Other Competitions:**

1) *The Foundation Directory*: (Available in most libraries) Published by The Foundation Center (79 Fifth Avenue, New York, NY 10003, (800) 424-9836), this is the basic source for information on Foundations that make grants to individuals. Check the index for specific subjects and other relevant information. Always start with foundations in your local area. They seek local people to support. **You** might fit their profile.

2) *Career Guide for Singers*, published by OPERA America (777 14th St., NW, Suite 520, Washington, DC 20005-3287, (202) 347-9262 phone, (202) 393-0735 fax, lists grants and competitions.

3) *New York Opera Newsletter*. Published eleven times yearly [P.O. Box 278, Maplewood, NJ 07040, phone (973) 378-9549, fax (973)-378-2372]; see section entitled "Competitions" for a list that includes all of the U.S.

4) *Financial Resources for International Study: A Guide for US Nationals* published by IIE Books, Institute of International Education, P.O. Box 371, Annapolis Junction, MD 20701-0371, \$39.95 plus S&H.

5) *The Scholarship Book* (Fifth Edition) - "The Complete Guide to Private-Sector Scholarships, Grants, and Loans for Undergraduates", published by Prentice Hall Publishers, Career & Personal Development, Englewood Cliffs, NJ 07632 or Prentice Hall, Order Processing Dept., P.O. Box 11071, Des Moines, IA 50381-1071.

**SUMMARY**

Apply to many sources. Don't "put all your eggs in one basket". Think of yourself as a marvelous tax-deduction and go raise that money! Many participants have raised enough money to attend AIMS IN GRAZ in 25-, 50- and 100-dollar donations. Do your homework! You CAN afford AIMS IN GRAZ!

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**Career Development Award Accounts: How AIMS handles money donated in your name.**

Please note: Your immediate family [consult IRS rules for exact definition] cannot make tax-deductible donations for your benefit. Donations in your name should be received before July 20<sup>th</sup> of the year you attend.

**Singer/Pianists.** Your AIMS account is established after your acceptance to AIMS IN GRAZ and payment of fees: a \$250 non-refundable Application Fee and a \$300 Deposit, a total of \$550. Donations can be accepted after the account is open. Amounts exceeding the cost of AIMS IN GRAZ tuition are applied first to the cost of travel and the remainder constitutes a Career Development Award and will be disbursed to you in Graz. If for some reason you cannot attend AIMS IN GRAZ that year, the money is retained in your account until the next year. If you cancel entirely, tax-deductible donations are not refundable directly to you and are transferred to the AIMS Scholarship Fund for general use.

**Instrumentalists.** Your AIMS account is opened when your Signed Contract and the required \$250 Orchestra Deposit are received. Donations in your name can be applied to airfare or will be disbursed to you in Graz. If you do not attend AIMS IN GRAZ that year or cancel your participation entirely, tax-deductible donations are not refundable directly to you and are transferred to the AIMS Scholarship Fund for general support. If you have further questions about Career Development Award accounts, contact the AIMS office.

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