

## **SECOND WIND LUNG WALK**

### **TEAM CAPTAIN TIPS**

As a team captain for the Second Wind **LUNG WALK** you may hear a lot of reasons why someone cannot come out and walk. Do not get discouraged!!! Stay positive and keep trying. Here are some tips you may want to implement:

#### **If They Say:**

“I’m too busy.”

#### **You Can Reply:**

“That probably means you know many people who will want to sponsor you. It’s a pre-paid walk, so you only have to ask your sponsors one time.”

“I can’t ask people at work for money“

Friends and family members are often a safe place to begin. Just ask ten people for \$10. If you don’t feel comfortable asking in person, write a letter or an e-mail request.”

“I spend Saturdays with my family”

“The **Lung Walk** is a family event. Make it an activity in which everyone can participate. You can spend the day together while helping others at the same time.”

“I have plans that day.”

“You can still help me!! You can do the walk on your own time or simply raise money to make a contribution. Even if you can’t make it that day, you’re still eligible to win prizes. You’ll be with us in spirit!!”

“NO! Leave me alone!!”

“Okay – I give up. Will you sponsor me?” (Be sure to say this with a big smile!)

#### **Try telling potential walkers some of these interesting facts.**

**Walking is great exercise!** – Walking 3.2miles/5 kilometers (the length of a standard Walk ) burns approximately 325 calories.

**Walking boosts energy!** – It also improves posture and helps you sleep better by toning your entire body and strengthening your heart, lungs and bones.

**It’s a great way to have family fun!** – The **LUNG WALK** also reminds us that being healthy and happy is the greatest gift of all, this is your chance to make a difference!