

Simply the Best! LaTeeDa Fundraising offers fundraising that is uncomplicated, fun, and easy, with high quality, affordably priced products! There are no upfront costs, no minimums, and fast shipping by FedEx!

We offer products known as La-Tee-Da! Fundraising, Celebrating Home, and Home Interiors. We are proud to offer your organization an exceptional fundraising program and we look forward to helping your organization achieve a very successful fundraiser this season.

Profit: Earn 50% profit with 250 items sold, 40% profit when less than 250 items sold. Brochures can be combined to qualify for 50% profit.

Price Range: \$12.00-\$20.00 (10 oz. candles, aroma beads, and wax melts - \$12. Cutting boards, 21 oz. candles - \$20....great value!)

Brochure Options: 2 Brochures; one offers 10 oz. Classic Jar Candles and Wax Melts. The second, our All-Inclusive Brochure, offers our Classic Jar Candles, Wax Melts plus 21 oz. Tree of Life Candles, Aroma Beads, Candle Topper & Base, Melt Warmer, and Personalized A-Z Bamboo Cutting Boards.

Number of items: Our Classic Home Candles & Wax Melts Brochure offers 26 items (each item is available in 13 scents).

Our All-Inclusive Brochure offers 49 items.

Recommended for: Groups of 20 or more

Minimum Order: None

Case Requirements: None. Order only what you sell.

Upfront Costs: None

Pack-By-Seller: Included Free with no minimum required

Shipping: We provide FREE SHIPPING for all orders with just \$150 or greater in retail sales. Plus, we ship orders within just a few days! Our fast processing allows organizations to fundraise through Thanksgiving, to make payment by December 8th and to receive their shipment in time for Christmas!

State Sales Tax: Retail Sales Tax is collected for organizations who are not State Tax-Exempt. Organizations will generally collect tax if not exempt.

Payment: Organization, Business, or Cashier's Check, or Money Order preferred, Major Credit Cards accepted with a signed credit card authorization.

Top Ten Reasons for Choosing LaTeeDa Fundraising for your 2017 Fundraiser

- 1. You can begin your fundraiser in just 3-4 days!**
- Submit your Sales Agreement by fax or email today (or electronically through our website) and Brochures will be shipped FREE! Products are delivered by FedEx generally well within a week. You can maximize your selling opportunity by starting earlier and running your fundraiser later into the season than most fundraising companies!
- Fundraising with LaTeeDa Fundraising is **EASY!** There are absolutely **no start-up fees!** There are **no minimums** to place an order, You'll retain your profit up front, and we provide extended evening and weekend office hours! Call or email us anytime!
- We provide a choice of 2 brochures. Whether you want a simple brochure or a larger brochure to offer more variety we offer both. You choose which option you feel will work best for your organization. Our Jar Candles / Wax Melts Brochure is a great option to tag with another program to offer more variety. View our website to see all our selections.
- Sell the **finest quality, earth friendly soy-blend candles** made in the USA today. Our candles are affordably priced, easy to sell, high in demand, and will be loved by your customers. Our quality can't be beat. Our exclusive candles are proudly made in our own facility, are well known for being highly fragrant, burn clean and evenly, contain no lead wicks, have no unhealthy additives. We consistently maintain inventory throughout the entire season!
- Earn a **generous profit up to 50%** with our candle brochures. Non-tax exempt groups can choose to collect additional money for tax.
- We are able to process your order within just a few days and provide fast shipping by FedEx. Generally, you'll receive your order within 9 business days once payment has been received.
- Shipping charges are FREE with an easy to achieve low qualifying purchase of just \$150 in retail sales!** At most, that is just 13 items! Compare to other programs who charge 25% on small orders and up to a max of \$240 shipping per order, and never free!
- We take great pride in offering products **consistently in stock** and shipping our orders promptly.
- FREE Pack by Seller** is optional to make distribution a snap! Candles are individually boxed. Pack-by-seller orders are sorted in separate boxes labeled with the seller's name and can also be labeled with name of teacher, team etc.

2017 Pricing and Profit

Organizations can easily earn up to 50% profit* with our candle brochures. Retail prices range from \$12.00-\$20.00 with the most popular items selling for \$12. Organizations will earn 50% of the retail selling price with 250 or more items sold, 40% profit with orders less than 250 items. * Pricing and profit are based upon tax-exempt organizations and qualification for free shipping. We will collect local and state taxes for non-tax-exempt organizations. Visit our website for tax exemption requirements for your state. Non-tax exempt organizations have the option to collect the tax. Organizations are invoiced for only the actual amount due.

50% High-Prof it Percentage* for your Organization – Based upon a \$6.00 Profit per Classic Home Jar Candle

Number of Sellers each selling 20 items	Number of Items Sold	Average Profit
15	300	\$1,800
25	500	\$3,000
50	1000	\$6,000
100	2,000	\$12,000
200	4,000	\$24,000

How does the program work?

- ~ **Choose the brochure you want to offer your supporters. For higher sales we highly recommend offering your customers our All-Inclusive brochure.**
- ~ **Review the Sales Agreement**, complete, and submit to us by fax, scan/email, or by postal mail. You can also submit your sales agreement electronically on our website. There's no wait to receive brochures! You'll receive your brochures within a few days.
- ~ Use our Chairman's Toolbox on our website for all the documents you'll need, including a sample cover letter you can modify. You'll also find in the Toolbox fundraising instructions, helpful tips, the steps for submitting your order, and a check-in form for receiving your delivery.
- ~ **Review the requirements for tax exemption on our website** if your organization is tax exempt. Fax or email your certificate to us at 410-630-7080. Our office is very experienced in processing tax exemption requirements for each state and we're ready to assist you. Your tax exemption certificate is not needed before receiving your brochures, but we encourage you to fax your document in order for our tax department to verify your tax exemption status.
- ~ **If your organization is not tax exempt** tax will be added to your invoice. We recommend you opt to collect additional money to cover the tax rather than paying tax from your proceeds.
- ~ **Distribute brochures to your sellers** and determine how long you will continue your sales. (Most organizations sell for 2-3 weeks) Customer checks, if taken, are made payable to your organization.
- ~ **Collect all brochures and payments** at the end of your selling period. There are no minimums for submitting an order. For FREE pack by seller, we'll provide you with an online order link to enter your seller's orders. If you prefer to sort the orders you can complete a Master Order Form, printable from the website ToolBox and then fax or email the completed form to us. We will email an invoice to you with the total amount due. You'll keep your brochures and profit.
- ~ **Pay for your purchase.** We accept business check, school check, cashier's check, money order, or credit card with a signed credit card authorization. W-9s and vendor applications are provided as needed.
- ~ **Shipping is free with retail sales of just \$150 or greater.** Orders less than \$150 in retail sales are charged \$15 shipping.
- ~ **A confirmation will be emailed to you** once we receive payment. Once received, your order will be submitted to our shipping department. All orders are shipped by FedEx. You are welcome to email our office anytime for shipping updates and estimated delivery date(s). Once payment for a candle order has been received you can expect to receive your shipment generally well within 9 business days. Late orders are accepted with no minimum order required.
- ~ **Report any missing or broken items.** Seldom are there any missing or broken items with our shipments. However, should any corrections be required we will process a new order for the replacements.
- ~ **We'll provide coaching to help your campaign succeed**, extended office hours Mon-Sun 9am-9pm EST, and a solid commitment to process your order and needed replacements with no delay. When you require help we'll be available to help you!

Shipping Options - You choose the shipping option that's right for your organization

At the conclusion of your sales, you can determine if you prefer FREE Packed by Seller or Standard Shipping if you prefer to sort the items. **FREE, Pack by Seller** – Orders are shipped packed and labeled by seller and when applicable, they can also be labeled by teacher and student. Packed by seller is especially ideal for schools and larger sized organizations, making distribution a breeze! **Standard Order** – If preferred, products and bags are shipped to one location and are sorted and distributed by your organization.

Why choose LaTeeDa Fundraising and Fundraising Representative Deb Murray?

If you're looking for an experienced and proven fundraising representative look no further! Since 2002 I've worked as a full-time national fundraising distributor and I take pride in having worked with thousands of organizations across the US. I worked exclusively with the Celebrating Home/La-Tee-Da!, fundraising division, and held the record for highest fundraising sales in company history, consistently the top seller each year since 2003. My commitment is to provide you with the best experience possible in anticipation of working together for years to come. I work with our corporate offices in product and brochure development, have expanded our product lines, initiated and have helped develop online fundraising, packed by seller shipping, training programs, and much more. I'm confident you'll be pleased with our programs and your supporters will be too! Fill out the enclosed Sales Agreement and return it by fax, scanned email attachment, or postal mail. You can as well submit your Sales Agreement electronically from our website. Your brochures will be sent immediately and you can begin your fundraiser in just 3-4 days. You can depend on receiving excellent customer service and I look forward to working with you!

Visit our website to view a wide variety of additional fundraising brochures including cookie dough, coffee, spring and Christmas shopper catalogs, home décor, jewelry, tumblers, chocolates, popcorn, snacks, and much more.



Celebrating Home Home Interiors

La-Tee-Da! Fundraising Sales Agreement 2017

FundraisingWithCandleFundraisers.com

Phone: (860) 384-3691

Submit Sales Agreement by - Fax: 1-410-630-7080,

Email: CHFundraiser@gmail.com, or

Postal Mail: 102 Thompson St, South Glastonbury CT 06073

Organization Name: _____

Shipping Address for BROCHURES (Mailed USPS Priority): _____ Shipped to Business/School _____ Shipped to Home Address

Business Name or School if applicable: _____

Street Address or PO Box: _____

City: _____ State: _____ Zip: _____

Shipping Address for PRODUCTS: _____ Shipped to Business/School (signature is required) _____ Shipped to Home Address (no signature required)

Business Name or School if applicable: _____

Street Address (no PO Boxes): _____

City: _____ State: _____ Zip: _____

Are you State Tax Exempt? _____ Yes _____ No _____ Unsure If yes, please remit your document ASAP. (Not required to receive brochures)

Chairperson: _____ Email (Print Clearly): _____

Phone-Day: (_____) _____ Evening: (_____) _____ Cell: (_____) _____

Number of Participants: _____ Approximate Date of Fundraiser: _____ / _____ / _____ to _____ / _____ / _____

Brochure Selection: _____ All-Inclusive Brochure (Jar Candles, Wax Melts, Aroma Beads, Tree of Life Candles Cutting Boards, Melt Warmer)

Or _____ Classic Jar Candles & Wax Melts Brochure

Brochures: Brochures are FREE! There are NO upfront costs to ship our Brochures to your organization.

Profit: Organizations can earn up to 50% profit with our brochures. Organization will pay 50% of the retail selling price plus tax, if applicable, for orders with 250 or more items, 60% plus tax, if applicable, for orders less than 250 items. Additional money can be collected to pay for tax. Organizations are invoiced for only the actual amount due. Profit is retained by the organization. Sales from both brochures can be combined to qualify for 50% profit.

Product Availability/Pricing Guarantee: Brochures are valid through 12/31/17. Payment must be received by 12/29/17.

Samples, Late Orders: No product minimum required. Regular pricing applies for samples and late orders, \$15.00 shipping fee applies.

Tax Exempt Groups: (Does not apply to NH, OR, DE, MT) Your State Tax exemption document must be submitted and approved before your order can be processed. All organizations should refer to the "Tax Exemption" page on our website to verify your state's requirements prior to distribution of brochures. Tax laws have recently changed for TX, AR, and CA and tax must now be collected on all fundraising orders in those states.

Non-Tax Exempt Groups: State and local taxes are determined upon your shipping address. Tax is applied to your retail sales. Although organizations can opt to deduct tax from their profit we recommend collecting tax. Most groups who are not tax exempt choose to collect \$1 per item for tax.

Shipping: Shipping is free with retail sales of \$150 or greater. If an order is less than \$150 in retail sales a \$15 shipping fee is added. Shipping rates are subject to change. All orders are shipped FedEx Ground. There are no additional fees for pack by seller.

Payments: Customer checks are made payable to your organization. A single payment by Money Order, Business, or School Check will be accepted for your purchase. Personal checks, temporary checks, checks with hand-written group/business names can't be accepted. Credit cards are accepted with receipt of a signed credit card authorization. Payments by check/money orders must be paid in full prior to the order being placed. Returned checks will be charged \$50.00.

Pack-By-Seller: Provided Free. If opted for, an online link will be provided to the organization for entering each participant's order.

Delivery: Products are generally delivered within 7-9 business days from the date your payment/purchase order is received, and the tax exempt document has been approved.

Check-In Forms: Replacements for missing or broken items will be shipped only when a fully completed Check-In Form has been submitted within 72 hours. Phone calls or emails alone WILL NOT be accepted. No exceptions. Organization will be responsible for the accuracy of the total number of items sold and ordered.

Sales Agreement: MUST be returned to Deb Murray prior to distributing your brochures. I have read, understand and agree with the terms and conditions listed above and have received approval from my organization (school principal, board members etc.) to sign on behalf of my organization.

Chairperson Title Fundraising Representative Date

Deb Murray

Frequently Asked Questions

Do I need a local representative?

No. La-Tee-Da! Fundraising is not structured with local representatives. Brochures are shipped to you promptly from our shipping facility and are delivered to you within 3-4 days. All product orders are processed through our shipping department and are shipped by FedEx from our distribution center in TX, regardless of your location. We offer extended office hours Mon-Sat and coaching from start to finish. You keep your brochures and remit payment only for the purchase due. Shipping updates are provided and any missing/broken items, although very infrequent, are shipped to you directly from our distribution center. Since 2002, I've worked nationally with organizations across the US and I am ready to assist you.

How much profit can our organization earn?

Organizations can earn up to 50% profit with our fundraising brochures. Potential profit is based upon organizations that are tax exempt and qualify for free shipping. Non-exempt groups can earn 50% profit by collecting tax and who qualifying for free shipping with just \$150 or more in retail sales. We offer one of the highest profit margins in the fundraising industry. How much profit your organization makes is entirely up to you. Our pricing is very comparable to many retail stores for similar products. When you sell our industry leading 10-oz jar candle for \$12.00 your group will earn up to \$6.00 for every candle you sell. If you sell 250 candles, you can make \$1,500; if you sell 500 candles, you can earn \$3,000.

Does the group pay for the fundraiser brochures?

No. An organization has no upfront cost for the brochures. Brochures are provided complimentary, but we request that once you've submitted your sales agreement you do not cancel your fundraiser.

How should we collect the money?

We suggest you collect all payments when you take your orders. All checks or money orders are made payable to your organization. At the conclusion of your fundraiser, your organization will keep your profits upfront and send one payment, or a school purchase order, to our office for the cost of the products purchased plus sales tax if applicable, and a \$15 shipping fee for an order less than \$150 in retail sales.

How do we submit the order once we have collected them?

Once you have received all forms from your group, a member of your organization will fill out an online form. You can choose to enter the order either packed by seller or as one standard order. A vendor application or W-9 will be provided to your organization upon request. Once payment or school purchase order has been received your order will be placed and you'll receive your shipment by FedEx generally well within 9 business days. Your organization will keep your fundraising brochures, order forms, and profit.

How do we pay for the order?

When you submit your master order form, we will email an invoice to you. Once payment has been received by business or school check, cashier's check, or money order payable to Deb Murray. Personal checks are not accepted. Major credit cards are accepted as payment for your order for orders with 250 or more items. A signed credit card authorization must be submitted by fax. We cannot take credit card payments by phone. PLEASE NOTE: All checks and money orders MUST BE MADE PAYABLE TO New Fundraising Ideas Deb Murray.

How do you handle sales tax? What if my organization is tax exempt?

If your organization is tax exempt, we will work with you to gather the correct paperwork and submit this to the Company for approval. Tax laws vary significantly by state, so please check our website and review the qualifications for state tax exemption for your state. Please refer to the tax exemption requirements by clicking on the **Tax Exemption** link on our website. If you need further assistance please email us.

If we are not tax exempt can we participate in the fundraiser?

Yes! If your organization is not tax-exempt, sales tax will be collected and paid on your behalf to your state. Tax is added to the retail price of the items. The percentage of tax is based on the state and local tax rate of the actual shipping address location. In some locations, tax percentages can vary depending upon whether your shipping address is inside or outside city limits and the county your address is in. Tax-exempt groups can collect tax. Although you have the option to pay the tax due from your proceeds we recommend collecting the tax.

How do I handle any late or add-on orders?

We will be happy to process any late or add-on orders. Additional orders submitted after the original order has been entered will be a new and separate order and will be subject to any taxes and a \$15 Shipping Fee. No minimums are required.

Do I have any sorting options?

Yes, we offer free pack by seller with individual boxes labeled by student/teacher. If preferred, we can ship the products as one order in which your organization will sort by seller. You choose at the conclusion of your sales how you want your order to be shipped.

How do I handle any broken or missing products?

We do our best to ensure that you receive all products you have ordered in full and with no quality problems. If you encounter a problem with any missing or damaged product, a Check-In-Form can be printed from our website ToolBox for you to submit any needed replacements.