

# Best-Fundraising-Ideas

www.Best-Fundraising-Ideas.com

Deb Murray, La-Tee-Da National Sales Director  
Serving Organizations since 2002



## Contact Us!

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### Simply the Best fundraising program for any organization!

La-Tee-Da! Fundraising consistently achieves highest seller participation and highest average sales.

Premium quality, easy to sell items are offered with simple and affordable \$10 pricing on most items.

Why receive less profit, pay for shipping, wait for weeks to receive your invoice or receive your delivery?

Receive your invoice within 24 hours, and your order can ship in just 3-5 days!

- 50% Profit with just \$2,400 in retail sales
- Minimum Profit is 40%
- No Hidden Fees
- FREE SHIPPING WITH JUST \$200 in retail sales!
- Low \$15 shipping if your total sales are less than \$200
- Free Brochures!
- Combine brochures for more variety and higher sales!
- Free Pack-by-Seller for easy distribution
- Easy to Sell \$10, \$15, \$20 Soy-Blend Candles, Wax Melts, Aroma Diffuser Oils, and Fragrance Sprays
- Large Variety of Fragrances
- Premium Quality Products you'll love to sell and your supporters will appreciate buying
- Public School Purchase Orders are accepted
- Payment by Check, Money Order or Credit Card
- No Upfront Costs
- No Minimums or Case Requirements
- No back orders, and no substitutions are shipped.
- Perfect Fundraiser for Any Size Group
- Variety of Seasonal Fundraising Brochures
- Products are Proudly Made in the USA
- Perfect for Gift-Giving anytime of the year
- Fast order processing allows time for fundraising through Thanksgiving for Christmas Delivery or end of the school year / end of season fundraisers
- Online Sales are available as a separate program

### Benefits of Choosing La-Tee-Da! Fundraising for your next Fundraiser

■ **WE BEAT THE COMPETITION!** Compare us to a major candle fundraiser who markets 40% profit but deducts 5% for shipping on all orders \$1,000 to \$9,999 in retail sales, 3% on orders \$10,000-\$24,999, 5% and greater on orders less than \$1,000, and never offers free shipping regardless of sales volume! Choose La-Tee-Da! Fundraising and easily earn 50% profit with free shipping! With La-Tee-Da, you won't wait for weeks to receive your order, you can fundraiser through Thanksgiving and receive your shipment before Christmas! Why sell 14 oz. paraffin wax candles for \$25 when you can sell an exceptional 16 oz. soy blend candles for just \$15 or affordable and super easy to sell 10 oz candles for just \$10? Your supporters will enjoy strongly scented candles that burn evenly without black soot, and our \$10 wax melts, aroma diffuser oils, and room sprays.

■ Fundraising brochures will be shipped FREE and you can begin your fundraiser in about 7 days! You can maximize your selling opportunity by starting earlier and running your fundraiser later into the season than most fundraising companies! Our fast processing allows organizations to maximize their selling season and receive their shipment before the end of a school year, sports season, etc.

■ Fundraising with La-Tee-Da! Fundraising is EASY! There are absolutely no start-up fees! There are no minimums and no cases required to place an order, you'll retain your profit up front. We provide excellent customer service, extended evening and weekend office hours, and a solid commitment to help you succeed! Call us today and you can receive your brochures in just a few days!

■ Choose from a variety of brochures or combine brochures to offer your supporters a greater variety of items and fragrances. Combining brochures will, in most cases, increase your overall sales. Our brochures offer simple to sell \$10, \$15, and \$20 fragrance items. For just \$10, your supporters can select our soy-blend, 10 oz. soy-blend Classic Candles, 2-Pack Wax Melts, 1 oz. Aroma Oils, and Fragrant Room Sprays. Don't miss our best value, \$15 soy-blend, 16 oz. Mason Jar. We are also pleased to offer a selection of our \$20 soy-blend, 3-Wick Candles. Whether you are searching for more variety or a simpler, all-one-price \$10 brochure, we have what you are searching for!

■ Sell premium quality, exceptional, soy-blend candles, proudly made in the USA. Our candle factory has produced candles for Home Interiors & Gifts, Celebrating Home, Home & Garden Party, well known retail stores, and upscale spas. Our candles are very affordable, 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, and are loved for being highly fragrant, burn clean and evenly, contain no lead wicks, and have no unhealthy additives. Organizations repeat our fundraiser year after year due to customer demand!

■ Earn a generous profit up to 50% with just \$2,400 in retail sales. Shipping charges are FREE with an easy to achieve low qualifying purchase of just \$200 in retail sales! Organizations who are not tax-exempt are able to report their own tax except for TX where La-Tee-Da collects state sales tax on all orders shipped to TX. Non-exempt organizations may collect sales tax.

■ We take great pride in offering products that are consistently in stock, shipping your order within just a few days, and providing fast shipping by FedEx. Generally, you'll receive your order within 10 business days once payment or a school PO has been received. We will email a link for you to track your shipment.

■ We ship orders Packed by Seller for FREE to make distribution a snap! Bulk shipping is optional.

## Pricing and Profit

\$10 Retail Pricing: 10 oz. Classic Jar Candles, Wax Melts, Aroma Diffuser Oils, Fragrant Room Sprays, Bath Salts

\$15 Retail Pricing: 16 oz. Mason Jar Candles

\$20 Retail Pricing: 3-Wick Candles

Earn 50% profit with \$2,400 or greater in retail sales, 40% profit if less than \$2,400.

High-Profit Percentage Opportunity for your Organization – With \$10, \$15, and \$20 easy to sell and affordable pricing, your organization can earn \$5-\$10 for each item sold.

Number of Sellers each selling just 10 of the \$10 items	Number of Items Sold	Average Profit
25	250	\$1,250
50	500	\$2,500
100	1,000	\$5,000
200	2,000	\$10,000
400	4,000	\$20,000

## How does the program work?

■ **Choose our Perfect Gifts for Family and Friends or our Simply \$10 brochure.** You can also combine your selection with the Christmas Collection brochure and/or Cutting Boards brochure to offer more variety. For the fall season, a new Perfect Gifts brochure will introduce new fragrances and our room spray line will be offered in all our scents. A new Simply \$10 brochure will be offered for the fall season. Our 3-Wick candles will be offered in our most popular scents, and a single page \$10 Christmas brochure will also be available.

■ **Review the Sales Agreement,** complete, and return by fax, scan/email, or by postal mail.

■ **Sales Tax.** If your organization is not state tax exempt, you will be able to collect and report your sales to your state.

Exception: Due to a change in TX tax laws, La-Tee-Da! Fundraising will now collect and remit state sales tax on your behalf for all orders shipped to TX. Organizations can choose, for example, to collect \$1 extra per item.

■ **Distribute brochures to your sellers** and determine how long you will continue your sales. 2 weeks are recommended. Customer checks, if taken, are made payable to your organization.

■ **Collect all brochures and payments** at the end of your selling period and then contact me. There are no minimums for submitting an order. To submit an order packed-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 enter the order as one tally, or we can email a tally sheet for you to complete. An invoice will be emailed to you once your order has been submitted. You'll keep your brochures and profit, and remit payment only for the amount due. You'll keep your profit upfront.

■ **Pay for your purchase.** We accept a school or organization check, cashier's check, money order, or credit card with a signed credit card authorization. W-9s and vendor applications are provided as needed. Purchase orders for public schools are accepted. Once received, your order will be submitted to our shipping department.

■ **Shipping is free with retail sales of just \$200 or greater.** \$15 shipping is added only to orders less than \$200 in retail sales. Orders are usually shipped by FedEx with tracking provided. Large orders are shipped by Common Carrier with a scheduled delivery. Once payment by organization check, money order, credit card, or a public-school purchase order has been received you can expect your order to ship within 5 business days. Late orders are accepted with no minimum required.

■ **Report any missing or broken items.** Seldom are there any missing or broken items with our shipments. However, should any correction be required contact us and we will ship your replacements.

■ **We'll provide coaching to help your campaign succeed,** and a solid commitment to provide excellent customer service.

If you're looking for an experienced and proven fundraising representative look no further! Since 2002 I've worked as a national fundraising representative and currently, as the National Sales Director for La-Tee-Da! Fundraising. I've worked with thousands of organizations across the US to help raise money for their organizations. My commitment is to provide you with the best experience possible in anticipation of us working together for years to come. I'm confident you'll be very pleased with our program and your supporters will be too! You can depend on receiving excellent customer service and I sincerely look forward to helping you from start to finish and in achieving a successful fundraiser!

**We want to help you achieve a very successful fundraiser in 2020!**  
**Higher participation and sales are achieved early fall and early spring!**  
**If you have the option to start early in the season, we highly recommend doing so!**  
**Contact us with questions or to get started, and we look forward to hearing from you!**



## Sales Agreement 2020

Deb Murray, National Fundraising Rep  
Best-Fundraising-Ideas.com  
(860) 384-3691

Return Sales Agreement by:  
Fax: 410-630-7080

Scan/Email: deb@best-fundraising-ideas.com  
Postal Mail: 102 Thompson St, S. Glastonbury, CT 06073

Organization Name: \_\_\_\_\_

Shipping Address for BROCHURES (No PO Box): \_\_\_\_\_ Ship to Business/School \_\_\_\_\_ Ship to Home Address

Business Name or School if applicable: \_\_\_\_\_

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

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

Treasurer or Person Responsible for Payment: \_\_\_\_\_ Phone: \_\_\_\_\_

Shipping Address for PRODUCTS: \_\_\_\_\_ Ship to Business/School (signature IS required)

\_\_\_\_\_ Ship to Home Address (signature NOT required)

Business Name or School if applicable: \_\_\_\_\_

Street Address (no PO Boxes): \_\_\_\_\_

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

Chairperson: \_\_\_\_\_ Email (Print Clearly): \_\_\_\_\_

Phone-Day: (\_\_\_\_\_) \_\_\_\_\_ Evening: (\_\_\_\_\_) \_\_\_\_\_ Cell: (\_\_\_\_\_) \_\_\_\_\_

Number of Participants: \_\_\_\_\_ Approximate Date of Fundraiser: \_\_\_\_/\_\_\_\_/\_\_\_\_ to \_\_\_\_/\_\_\_\_/\_\_\_\_

Brochure Selection (Brochures may be combined to offer more variety):

\_\_\_\_\_ Perfect Gifts for Family and Friends (Need not be combined with our Simply \$10 brochure – all duplicate items)

\_\_\_\_\_ Simply \$10 Brochure \_\_\_\_\_ Christmas Collection Brochure \_\_\_\_\_ Cutting Boards Brochure

**Brochures:** Brochures are FREE! There are NO upfront costs to ship our Brochures to your organization. We require no cancellations!

**Profit:** Candle Brochures - Organizations can easily earn up to 50% profit with our brochures. Organization will pay 50% of the retail selling price (plus tax, if shipped to TX) for orders with \$200 or more in retail sales. Profit is 40% up to \$2,400 in retail sales, 50% if greater than \$2,400 in retail sales. Organizations are invoiced for only the actual amount due. Profit is retained by the organization.

**Product Availability/Pricing Guarantee:** Fall Brochures are valid through December 31st. Payment must be received by the retirement date. Many items will no longer be available following retirement date.

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

**Sales Tax:** If your organization is not state tax exempt, you will be responsible for paying sales tax to your state unless you are in the state of TX where La-Tee-Da! Fundraising will collect and remit sales tax on your behalf on all orders shipped to TX.

**Shipping:** Shipping is free with retail sales of \$200 or greater, \$15 if less than \$200 in retail sales. All orders are shipped by FedEx except for large orders which ship by Common Carrier. There are no additional fees for orders packed-by-seller.

**Payments:** Customer checks are made payable to your organization. A single payment by Money Order, School or Organization 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 and require 2-3 additional days for processing. Payments by check/money orders must be paid in full prior to the order being placed. Purchase Orders are accepted for public schools with a 15-day payment term.

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

**Delivery:** Products are generally delivered within 10 business days from the date your payment/purchase order is received.

**Missing or Broken Items:** Report any missing or broken items within 7 days. Include the name of the seller, the quantity of the items received and missing. Organization will be responsible for the accuracy of the total number of items sold and ordered.

**Sales Agreement:** Upon receipt of your signed agreement, brochures will be shipped. 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.

_____	_____	Deb Murray	_____
Chairperson	Title	Fundraising Representative	Date