

## Heritage Candles Fundraising

www.FundraisingWithCandleFundraisers.com  
Deb Murray  
National Fundraising Representative  
Serving Organizations since 2002



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

We offer products known as Earth Candles, Journey of Faith, Holiday Art Collection, Art Escape, Quote, Silver Scents and our new \$10 Candle Brochures. We are proud to offer your organization an exceptional fundraising program. We look forward to helping your organization raise money.

**Profit:** Earn 50% profit with 120 items sold, 40% profit when less than 120 items sold. Our \$10 Jar Brochures, only, requires 150 items. You can combine brochures to qualify for 50% profit.

**Price Range:** \$10.00-\$16.00

**Number of Pages:** 1-4 page brochures. Organizations can combine two brochures for added variety and to qualify for 50% profit.

**Number of Candle Scents:** 36

**Recommended for:** Groups of 12 or more

**Minimum Order:** None

**Case Requirements:** None. Order only what you sell.

**Upfront Costs:** None

**Prize Program:** None

**Pack-By-Seller:** None

**Shipping:** Free for all orders \$150 or greater and will ship in just a few days. \$15 will be added to any order less than \$150 in sales.

**State Sales Tax:** Retail Sales Tax for organization who are not state tax-exempt is reported by the organizations.

**Payment:** Organization, Business, or Cashier's Check, Money Order

### Top Reasons for Heritage Candles 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 via UPS or Common Carrier generally within 1 week. With Heritage Candle fundraisers you can maximize your selling opportunity by starting earlier and running your fundraiser later into the season!
- Fundraising with Candle Fundraisers 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 7 brochures: (You may combine two Heritage Candles brochures. All brochures can be viewed on our website.)
  - 1) Earth Candles Brochure**, 8 pages - offers 18 premium soy wax candle scents in twelve 12 oz. Canning Jars and six 14 oz. Tumblers.
  - 2) \$10 Jar Candles and Wax Melts Brochure**, 4 pages – offers 12 of our 8 oz. candles and 12 of our 2-pack wax melts.
  - 3) \$10 Jar Candle Brochure**, 1-page – offers 6 candle scents in 8 oz. classic candle jars.
  - 4) Journey of Faith Candles**, 1 page - offers 8 scented 12 oz. Canning Jars in a variety of colors, and each candle is labeled with a unique Scripture Verse.
  - 5) Art Escape Candle Brochure**, 1-page - offers 8 candle scents in a variety of colors, and each 12 oz. Canning Jar Candle is labeled with a beautiful art label.
  - 6) Quote Candles Brochure**, 1-page - offers 8 candle scents in a variety of colors, and each 12 oz. Canning Jar Candle is labeled with an inspirational message for your home!
  - 7) Silver Scents Brochure**, 1-page – offers 6 candle scents in larger 14 oz. hourglass containers. Earn \$8 on every candle! A great choice year round and especially perfect for Easter and Mother's Day with lovely colors and scents for gift-giving!
  - 8) Holiday Art Collection Brochure**, 1 page – offers 6 holiday scented 12 oz. Canning Jars in a variety of colors.
- Heritage Candles are **exceptional quality, earth friendly soy-blend candles**, and are made in the USA. The candles are affordably priced, high in demand, and will be loved by your customers. All the candles are proudly made by Heritage Candles in their own facility and they consistently maintain inventory throughout the entire season!
- Earn a **generous 50% profit** with all brochure options. Tax is not collected by Heritage Candles and non-tax exempt groups can opt to collect additional money for state tax. An invoice will be emailed to you for the cost of your products plus shipping, if applicable.
- There are **two selling seasons** – Spring/Summer and Fall/Winter with seasonal candle scent brochures available.
- Shipping charges are FREE with an easy to achieve low qualifying purchase of just \$150 in retail sales.**

## Pricing and Profit

**Heritage Candle Brochures** - Organizations can earn up to 50% profit\* with Heritage Candle brochures. Retail prices range from \$10.00-\$16.00 with the most popular items selling for \$14. Organizations will pay 50% of the retail selling price with 120 items sold. Our \$10 Jar Candle Brochure, only, requires 150 items to earn 50%. Note: The cost of candles is an additional 30 cents per item in Western zones.

### 50% High-Profit Percentage\* for your Organization – Based upon a \$7.00 Profit for each 12 oz. Canning Jar

Number of Sellers each selling 20 items	Number of Items Sold	Average Profit
10	200	\$1,400
25	500	\$3,500
50	1000	\$7,000
100	2,000	\$14,000
200	4,000	\$28,000

\* Pricing and profit are based upon qualification for free shipping. Non-tax exempt organizations report their own tax. We will email an invoice only for the amount due for the cost of the products and shipping, if applicable. Small organizations may opt to add a shipping fee. We will invoice you for only the actual amount due.

### How does the program work?

- ~ **Choose the brochure(s) you want to offer your supporters;** your organization can combine two brochures to offer a greater variety of candle scents for your customers! And, you can combine two Heritage Candles brochures to qualify for 50% profit! You choose!
- ~ **Review the enclosed Sales Agreement,** complete, and fax, scan, or mail to our office. You can also submit your sales agreement electronically on our website. There's no wait to receive brochures! You'll receive your brochures within 3-4 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, a master order form 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. You do not have to submit your tax exemption certificate to our office but you are encouraged to assure you are state tax exempt before proceeding with your fundraiser. If you are not exempt you have the option to collect tax which will be your organization's responsibility to report. With Heritage Candles, tax will not be collected on your sales.
- ~ **Distribute brochures to your sellers** and determine how long you will continue your sales. (Most organizations sell for 2-3 weeks) Customer checks, if accepted, 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. Check brochures to assure they are readable and the amount of money collected is correct. Mail your order forms to Deb Murray, 102 Thompson St, South Glastonbury, CT 06073. We will email an invoice to you with the total amount due. You'll keep your profit upfront. We suggest keeping a copy of the order forms.
- ~ **Shipping is FREE!** Shipping is free for all orders \$150 or more in retail sales. Orders less than \$150 will add \$15 shipping.
- ~ **We will email an Invoice** for your cost for each item and shipping, if applicable. Your organization's cost per item is 50% of the retail prices in Eastern and Mid-Western zones with orders with 120 or more items, 40% if less. The \$10 Jar Candle, only, requires 150 items to receive 50% profit. 30 cents per item is added to the cost of each candle for orders shipped to Western zones.
- ~ **Pay for your purchase.** Payment by school/organization check, money order, cashier's or certified check is required. Purchase orders and payment by credit cards are not accepted for Heritage Candles orders. W-9s and vendor applications are provided as needed.
- ~ **A confirmation will be emailed to you** once we receive payment (school/organization check, cashier's check, or money order. Once payment has been received, your order will be submitted to our shipping department for processing. Participant's orders will be packed-by-seller and labeled with team name and seller. Delivery field location, date and time will be arranged in advance.
- ~ **Report any missing or broken items.** Seldom are there any missing or broken items with our shipments. However, should any corrections be required, return the check-in form within 48 hours and 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!

### Why choose Fundraising with Candle Fundraisers and Fundraising Distributor 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 representative and I take pride in having worked with thousands of organizations across the US. Over the years my company has expanded by offering additional Candle Fundraisers, Cookie Dough, Spring & Christmas Shoppers, Chocolates, Snacks, Home Décor, Jewelry & Scarves, Tumblers & Mugs, Popcorn, Coffee & Beverages, and more. My commitment is to provide you with the best experience possible in anticipation of working together for years to come. I've worked with our corporate offices in product and brochure development, expanded our product lines, initiated and helped develop online fundraising, presorted 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 through each step of your fundraiser!



# Heritage Candles Sales Agreement 2017

Ready to get started now? Submit your Sales Agreement today!  
 For more detailed information please visit:  
[www.FundraisingWithCandleFundraisers.com](http://www.FundraisingWithCandleFundraisers.com)  
 Deb Murray, National Fundraising Distributor  
 Mailing Address: 102 Thompson St, South Glastonbury CT 06073  
 Fax: 410-630-7080  
 Questions? Email: [CHFundraiser@gmail.com](mailto:CHFundraiser@gmail.com) Phone: 860-384-3691



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

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

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

Street Address or PO Box: \_\_\_\_\_

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

Shipping Address for PRODUCTS: \_\_\_\_\_ Shipped to Business/School \_\_\_\_\_ Shipped to Home Address

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(s): \_\_\_\_\_ Spring Collection \_\_\_\_\_ Fall Collection \_\_\_\_\_ Earth Candles \_\_\_\_\_ Home for the Holidays

\_\_\_\_\_ Journey of Faith \_\_\_\_\_ Art Escape \_\_\_\_\_ Quote \_\_\_\_\_ \$10 Jar Candles – 1 Page \_\_\_\_\_ \$10 Jar Candles / Wax Melts

**Profit: Candle Brochures** - Organizations can earn up to 50% profit with 120 items sold, 40% for orders with less than 120 items. Organizations will pay an additional 30 cents per item for orders shipped to Western zones.

**Pricing Guarantee:** New pricing effective fall 2016. 12 oz. Canning Jars - \$14 retail, Tumblers/Silver Scents - \$16 retail, 8 oz. Jar Candles - \$10 retail

**Product Displays/Late Orders:** No product minimum required. 40% profit pricing plus \$15 shipping for orders less than \$100 in retail.

**Tax Exemption:** Organizations who are tax exempt are responsible for determining their state tax exemption status. Organizations who are not state tax exempt will be responsible for reporting state tax to their appropriate state. Non-exempt organizations may collect the tax.

**Shipping:** Shipping is free on all orders \$150 or greater in retail sales. Orders less than \$150 will add a \$15.00 shipping fee. Orders are generally shipped within 48 hours upon receipt of payment and are generally shipped via UPS. Large orders are shipped by freight carrier with an arranged delivery.

**Payments:** Customer checks are made payable to your organization. Acceptable forms of payment include Money Order, Business, or School Check.

**Personal checks, temporary checks, checks with hand-written group/business names, credit cards, and purchase orders are not accepted.**

Payments by check/money order must be paid in full prior to the order being placed. Returned checks will be charged \$50.00.

**Check-In Forms:** Replacements for missing or broken items will be shipped only when a fully completed Check-In is submitted within 48 hours upon delivery. Any damage to shipping boxes must be reported. If delivery is by freight carrier any damage to shipping boxes must be reported to the driver at the time of delivery. **Phone calls or emails alone to report missing or broken items 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

Deb Murray  
Fundraising Distributor

\_\_\_\_\_  
Date

## Frequently Asked Questions

### **Do I need a local representative?**

No, brochures are shipped to you promptly and are delivered to you within 3-4 days. All product orders are processed through our shipping department and are shipped to you UPS from our distribution center in GA, 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 50% profit with 120 or more items sold, 40% if less than 120 items. Our \$10 Jar Brochures, only, requires 150 items to receive 50% profit. Potential profit is based upon organizations who qualify for free shipping. Non-exempt groups report their own tax and can collect tax. Heritage Candles offers one of the highest profit margins in the fundraising industry. How much your organization makes is entirely up to you. Pricing is very affordable and profitable for your fundraising organization. When you sell a Heritage 12 oz. Canning Jar candle for \$14.00 your group will earn up to \$7.00 of this price for every candle you sell. If you sell 200 candles, you can make \$1,400; if you sell 500 candles, you can earn \$3,500. 30 cents per item is added to the price per item for shipments to Western zones.

### **Does the group pay for the fundraiser brochures?**

No. An organization has no upfront cost for the brochures. Brochures are provided complimentary, but we require 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 to our office for the total cost of the products purchased and any shipping fee if any.

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

Once you have received all forms from your group, a member of your group must tally the order forms and fill out the master order form (printable from our website ToolBox) and specify how many of each item was sold. You will then submit the master order form by fax, email, or postal mail and we'll email an invoice for the total due. A W-9 will be provided to your organization upon request. Once payment by business/organization check, school check, or money order has been received your order will be placed and you'll receive your shipment by UPS or Carrier Freight generally within a week. 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, the order will be processed. Personal checks, credit cards, or purchase orders are not accepted. We do not take credit cards for individual customer orders for Heritage Candles orders.

### **How do you handle sales tax?**

If your organization is tax exempt, no paperwork will be required by Heritage Candles. Organizations are encouraged to assure they are state tax exempt. Tax laws vary significantly by state, so please check with our office or refer to the exemption requirements in your state by visiting the **Tax Exemption** link on our website. If your organization is not state tax exempt you can collect additional money for reporting your sales. Heritage Candles will not collect tax and require organizations to report their own sales.

### **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 applicable shipping fees. There are no minimums for placing an order.

### **Do I have any delivery or sorting options?**

All orders are shipped standard shipping and will be sorted by each seller by your organization. All candles are shipped gift-boxed.

### **How do I handle any broken or missing products?**

We do our best to ensure that you receive all products you have ordered and with no quality issues. If you encounter a problem with any missing or damaged product, a Check-In-Form can be printed from our website ToolBox, completed, and then submitted to us within 48 hours. We will do our best to resolve any issues in a quick and timely manner, processing your replacements upon the date your Check-In-Form is received.