

# Best-Fundraising-Ideas

www.Best-Fundraising-Ideas.com  
Deb Murray, National Fundraising Rep  
Serving Organizations since 2002



## Contact Us!

Phone: (860) 384-3691  
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**Poppin' Popcorn offers a high profit fundraiser with free brochures, free shipping and a large variety of popcorn fundraising brochures! With high quality and affordable products, you and your supports will love our Poppin' Popcorn! There are no upfront costs, no cases required, and you'll love how easy a Poppin' Popcorn fundraiser will be!**

**Profit:** Earn up to 50% profit with just 200 items sold, 40% profit with 100-199 items sold. 35% with 50-99 items sold.

**Price Range:** Most items are price \$10-\$15. Some brochures offer one price pricing.

**Number of Pages:** 1-page to 20-page brochures.

**Number of items:** Varies by brochure and range from 12-80 items in each brochure.

**Recommended for:** Groups of 10 or more

**Minimum Order:** 50 items (that's just 10 people selling 5 items)

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

**Upfront Costs:** None

**Shipping:** Free for all orders with 50 or more items. Orders ship within 2 weeks upon receipt of payment. A \$50 processing and shipping fee will be added to any late order with less than 50 items.

**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 Choosing Poppin' Popcorn for your next Fundraiser

- 1. You can begin your fundraiser within a week!**
- Submit your Sales Agreement by fax or email today (or electronically through our website) and Brochures will be shipped FREE! Products are delivered via FedEx or Common Carrier generally within 1 week. With Poppin' Popcorn fundraisers you can maximize your selling opportunity by starting earlier and running your fundraiser later into the season!
- Fundraising with Poppin' Popcorn Fundraisers is **EASY!** There are absolutely **no start-up fees!** We request a minimum of just 50 items to submit 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 6 brochures:
  - 1) The Popcorn Shop Brochure**, 6 pages – Offers 14 selections including our half-gallon family size and 1-gallon party size resealable bags
  - 2) Salty & Sweet Brochure**, 8 pages - offers 37 delicious items offering popcorn, chocolates, nuts, and snack goods.
  - 3) It's Poppin' Time Brochure**, 8 pages – offers 43 delicious gourmet items from gourmet popcorn to an assortment of chocolates, nuts, and snacks. (Our most popular popcorn brochure)
  - 4) Just \$10 Brochure**, 8 page – offers 12 half gallon varieties of delicious gourmet popcorn. Everything is the brochure retails for just \$10 for easy sales!
  - 5) \$15 Poppin' Popcorn Brochure**, our 8-page Poppin' Popcorn fundraising brochure offers 15 delicious gourmet flavors of popcorn. All items are priced at \$15.
  - 6) Celebrate the Season Brochure**, Our 16-page brochure features Poppin' Popcorn's 1-gallon party-size popcorn bags and half-gallon family-size popcorn bags, as well as top selling gourmet candies, gourmet chocolates, soups, and party snacks.
- Kids and their families love popcorn and popcorn fundraisers, are therefore, very easy to sell! With a popcorn fundraiser it is easy to achieve high sales for your organization. Parents interested in healthier snacks will love the fact that your fundraiser popcorn pops in a heart-healthy air popper versus an unhealthy oil popper.
- Poppin' Popcorn fundraisers offer something for everyone, and your organization can choose to sell just popcorn or select a brochure with Poppin' Popcorn and chocolates, snacks, nuts, cheese & sausage, kitchen items, and more.
- Earn a **generous profit up to 50%** with just 200 or more items sold. (That's just 20 participants selling 10 items each!)  
200+ items: 50%, 100-199 items: 40%, 50-99 items: 35%.  
Tax is not collected by Poppin' Popcorn 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.
- Shipping charges are FREE** with an easy to achieve low qualifying purchase of just 50 items sold. Otherwise, a \$30 fee is added for processing and shipping.

## Pricing and Profit

Organizations can earn up to 50% profit\* with Poppin' Popcorn brochures. Retail prices range from \$8-\$32 with most items selling for \$10-\$15. Organizations will pay 50% of the retail selling price with 200 items sold

### 50% High-Profit Percentage\* for your Organization – Based upon a \$15 Gallon Popcorn Bag

Number of Sellers each selling 14 items	Number of Items Sold	Average Profit
10	140	\$840
25	350	\$2,625
50	700	\$5,250
100	1,400	\$10,500
200	2,800	\$21,000

Non-tax exempt organizations are responsible for reporting their own tax. We will email an invoice only for the amount due for the cost of the products (and shipping if sales are less than 50 items).

### How does the program work?

- **Choose the brochure you want to offer your supporters.**
- ~ **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 4-5 days.
- ~ We'll provide the documents you'll need including a sample cover letter you can modify, a master order form if you are submitting your order as a bulk order. With 100 participant orders submitted, we can pack-by-seller. Pack-by-seller orders require additional time to allow for shipping the order forms to us and for completing the data entry.
- ~ **Distribute brochures to your sellers** and determine how long you will continue your sales. (Most organizations sell for 2 weeks) We encourage closing on a Monday rather than a Friday to allow your participants to sell over the weekend. Customer checks, if accepted, are made payable to your organization.
- ~ **Collect all brochures and payments at the end of your selling period.** Set a goal to sell at least one item times the number of brochures shipped or a minimum of 50 items, whichever is greater. An order less than 50 items will need to round up to 50 items.
- ~ **Brochure Fee:** Brochures and the cost of shipping are provided with no upfront cost. We do request that an average of 1 item be sold times the number of brochures shipped. Otherwise, a nominal fee for the shortage will be charged. Rarely, is a brochure fee ever required.
- ~ Orders can be packed by seller if you have 100 or more participants who submit an order. Review the order forms, assure they are readable, and the amount of money collected is correct. Mail a copy of your order forms to Deb Murray, 102 Thompson St, South Glastonbury, CT 06073. Orders with less than 100 orders will be submitted with a Master Order form, tallied by each item.
- ~ Once we receive your Master Order Form or your student order forms for a packed-by-seller order we will email an invoice to you with the total amount due. You'll keep your profit upfront.
- ~ **Shipping is FREE with just 50 items sold! Late orders submitted after the initial order with less than 50 items will add \$30 shipping.**
- ~ **We will email an Invoice** for the amount due.
- ~ **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 Poppin Popcorn orders. W-9s and vendor applications are provided as needed.
- ~ **A confirmation will be emailed to you** once we receive payment. Once payment has been received, your order will be submitted to our shipping department for processing.
- ~ **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 Best-Fundraising-Ideas 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 representative and I take pride in having worked with thousands of organizations across the US. I'm also the National Sales Director for La-Tee-Da! Fundraising. Over the years our company has expanded by offering Candle Fundraisers, Cookie Dough, Pizza, Pretzels, Cinnabon, Cheese & Sausage, Spring & Christmas Shoppers, Chocolates, Snacks, Home Décor, Jewelry, Popcorn, Coffee, Holiday Shop, Online Sales, In-Hand sales and more. My commitment is to provide you with the best experience possible in anticipation of working together for many 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 also submit your Sales Agreement electronically from our website. Your brochures will be sent immediately, and you can begin your fundraiser in just 4-5 days. You can depend on receiving excellent customer service and I look forward to working with you through each step of your fundraiser!



# Best-Fundraising-Ideas

## Poppin' Popcorn Sales Agreement Spring 2020 thru Spring 2021

www.Best-Fundraising-Ideas.com

Deb Murray, National Fundraising Rep

Mailing Address:

102 Thompson St, South Glastonbury CT 06073

Fax: 410-630-7080

Questions? Email: deb@best-fundraising-ideas.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: (\_\_\_\_\_) \_\_\_\_\_

Person Responsible for Payment: \_\_\_\_\_ Title: \_\_\_\_\_ Phone: \_\_\_\_\_

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

Brochure: \_\_\_\_\_ The Popcorn Shop \_\_\_\_\_ Salty & Sweet \_\_\_\_\_ It's Poppin' Time (recommended)  
\_\_\_\_\_ \$15 Poppin' Popcorn \_\_\_\_\_ Celebrate the Season \_\_\_\_\_ Just \$10 Poppin' Popcorn

Bookkeep/Treasurer: \_\_\_\_\_ Ph: \_\_\_\_\_ Email: \_\_\_\_\_

Profit: Sell 200+ items: 50% Profit, Sell 100-199 items: 40% Profit, Sell 50-99 items: 35% Profit.

Product Displays/Late Orders: Regular pricing applies. For an order with less than 50 items, 35% discount applies plus \$30 shipping.

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 orders with 50 or more items. Orders with less than 50 items will add a \$50.00 shipping fee. Orders are generally shipped within 2 weeks upon receipt of payment and are generally shipped via FedEx. Large orders are shipped by freight carrier with an arranged delivery.

Brochures: We ship brochures at no upfront cost to your organization, but we do request enough items are sold to cover costs. A fee is added to an invoice only if the total number of items sold is less than the total number of brochures shipped. The fee is calculated only on the shortage. For example, order 100 brochures, sell only 70 items. A small fee is added for just 30 brochures.

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, electronic 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 check fee is \$50.00.

Missing Items: Report any missing items within 48 hours following delivery. Send an email with the name of the item, how many were received, and the number missing. 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 Representative \_\_\_\_\_ Date