



www.Best-Fundraising-Ideas.com

Helping organizations to raise money since 2002!

Contact Us!

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Everyone loves candles! Our La-Tee-Da! Fundraiser is our most recommended fundraiser, consistently achieving the highest seller participation and highest average sales.

- Offering brochures, an online store, or virtual fundraiser
- There are no upfront costs and no hidden fees
- Receive a 50% Profit on all brochure and online sales!
- Shipping is free with just \$200 in retail sales!
- Shipping is just \$7.95 if the total brochure sales are less than \$200. For online sales, customers pay a flat \$7.95
- Brochures are free!
- Orders are packed by each seller for easy distribution
- Easy to Sell \$12, \$16, \$20 Soy-Blend Candles, \$12 Wax Melts, \$12 Room Sprays, and \$12 Fragrance Gels
- Large variety of traditional and new fragrances
- Premium Quality Products you'll love to sell and your supporters will be eager to purchase again.
- No Minimums or Case Requirements
- Public School Purchase Orders are accepted
- Payment by Check, Money Order or Credit Card
- No backorders and no substitutions are shipped.
- Perfect Fundraiser for Any Size Group
- Variety of Seasonal Fundraising Brochures
- Combine brochures for more variety and higher sales!
- Products are Proudly Made in the USA
- Perfect for Gift-Giving any time 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 Fundraising Store** – Combine with brochures or choose a 100% Virtual Store

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

■ **WE OFFER THE BEST CANDLE FUNDRAISER!** Choose La-Tee-Da! Fundraising and earn a 50% profit on all your sales! Shipping is free with just \$200 in retail sales. Our candle fundraiser is a perfect choice for spring and fall fundraisers. You won't wait for weeks to receive your order and you can fundraiser through Thanksgiving and receive your shipment before Christmas! You needn't sell paraffin wax candles for \$25 when you can sell exceptional soy-blend candles by La-Tee-Da! for just \$16 and \$12.

■ **In Response to COVID-19**, our online store can be combined with our brochure fundraiser, or you may offer a 100% Virtual, ship-to-home online fundraising store. To help maximize your sales, we can provide you with a customized participant letter with directions for your sellers to register as a seller, a link your sellers can share with family and friends by email, text, and social media to shop from the online store.

■ 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 case requirements to place an order, you'll retain your profit upfront. We provide excellent customer service, extended evening and weekend office hours, and a solid commitment to helping you succeed! Call us today and you can receive your brochures in just a few days!

■ Choose from a variety of brochures! Our brochures offer simple to sell \$12, \$16 and \$20 fragrance items. For just \$12, your supporters can select our soy-blend, 10 oz. soy-blend Classic Candles, 2-Pack Wax Melts, 8 oz. Room Sprays, and 4 oz. Fragrance Gels. Don't miss our best value, \$16 soy-blend, 16 oz. Mason Jar candles. We are also pleased to offer a selection of our \$20 soy-blend, 3-Wick Candles. For the holiday season, combining brochures will usually increase your overall sales.

■ 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 beaten. Our exclusive candles are proudly made in our 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 and sales increase year to year!

■ **Shipping Fees:** With your brochure sales, shipping charges are FREE with an easy to achieve qualifying purchase of just \$200 in combined retail sales! For online sales, customers only pay a flat \$7.95 shipping charge, regardless of the number of items sold. Organizations that are not tax-exempt can report their 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 ship orders Packed by Seller for FREE to make distribution a snap. Individual boxes are labeled with each seller's name and make curbside pickup a breeze! Bulk shipping is optional.

■ We take pride in offering products consistently in stock, shipping your order within just a few days, and providing fast shipping by UPS and by a common carrier for large orders. 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.

Pricing and Profit

\$12 Retail Pricing: 10 oz. Classic Jar Candles, Wax Melts, Room Sprays, Fragrance Gels
 \$16 Retail Pricing: 16 oz. Mason Jar Candles, \$20 Retail Pricing: 3-Wick Candles

With traditional brochure sales, you'll earn a 50% profit on your sales, with no minimums required.
 High-Profit Percentage Opportunity for your Organization – With \$12, \$16, and \$20, easy to sell and affordable pricing, your organization can earn \$6-\$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 either our Perfect Gifts for Family and Friends brochure and/or our Christmas Mason Jar brochure (available Aug-Dec).**

■ **Review the Sales Agreement**, complete, and return by fax, scan/email, or by postal mail. You can also fill out our form online at www.Best-Fundraising-Ideas.com/fundraising-agreement. You can also call us at 860-384-3691 to get started right away!

■ While your brochures are in transit, we will customize a participant letter for your organization. You'll receive your brochures in just a few days.

■ **Distribute brochures to your sellers** and determine how long you will continue your sales. 2-3 weeks are recommended. Customer checks, if taken, are made payable to your organization.

■ **Sales Tax.** If your organization is not tax-exempt, you can collect and report your sales to your state. Exception: Due to a change in TX tax laws, La-Tee-Da! Fundraising now collects and remits state sales tax on your behalf for all orders shipped to TX. Organizations can choose, for example, to collect \$1 extra per item to cover your tax, or you can collect the actual tax.

■ **Collect all brochures and payments** at the end of your selling period and then call 860-384-3691 or email deb@best-fundraising-ideas.com. There are no minimums for submitting an order. To submit an order packed by the 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 upfront, and remit payment only for the amount due.

■ **Pay for your purchase.** We accept a school or organization check, cashier check, money order, or credit card with a signed credit card authorization. Once received, your order will be shipped. W-9s and vendor applications are provided as needed. A purchase order document for public schools is accepted but requires a signed agreement before we complete your invoice. Call us for more info.

■ For your brochure orders, **shipping is free with retail sales of just \$200 or greater.** A \$7.95 shipping fee is added to your order if the sales are less than \$200. Orders are usually shipped by UPS with tracking provided. Large orders are shipped by Common Carrier with 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 in approximately 5 business days. Late orders are accepted with no minimum required.

■ For your online sales, customers will pay a \$7.95 flat fee for shipping, regardless of the number of items ordered. Orders will ship within 3-5 days once placed. The online store will include all items in the brochures plus a bargain bin with additional items and scents. Your

■ **Report any missing or broken items.** Seldom are any items missing or broken items with our shipments. However, if any corrections are required, contact us and we will ship replacements.

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

If you are looking for an experienced and proven fundraising representative, look no further! Since 2002 I've worked as a National Fundraising Representative and 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 organization. My commitment provides 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 achieve a very successful fundraiser! **Together, let's make your next fundraiser the most successful one ever!**



La-Tee-Da! Sales Agreement 2022

Deb Murray, La-Tee-Da! Fundraising National Sales Director
Best-Fundraising-Ideas.com
Return Sales Agreement by:
Fax: 410-630-7080
Scan/Email: deb@best-fundraising-ideas.com
Postal Mail: 102 Thompson St, S. Glastonbury, CT 06073
Or just call us to get started! (860) 384-3691

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: _____

Shipping Address for PRODUCTS: _____ Ship to Business/School (requires signature) _____ Ship to Home Address (no signature)

Business Name or School if applicable: _____

Street Address (no PO Boxes): _____

City: _____ State: _____ Zip: _____

Chairperson: _____ Email (Print Clearly): _____

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

Treasurer or Person Responsible for Payment: _____ Phone: _____

Email: _____

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

Brochure Selection / Online Sales: PERFECT GIFTS FOR FAMILY & FRIENDS: _____ Spring(Jan-Aug) _____ Fall(Aug-Dec)

CHRISTMAS MASON JARS _____ Fall 2022 _____ ONLINE STORE (along with brochure) _____ 100% Virtual

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

Profit: Candle Brochures - Organizations earn a 50% profit with our brochures and online store. Organizations will pay 50% of the retail selling price (plus tax, if shipped to TX). 50% of the sales is kept upfront by your organization. For online sales, La-Tee-Da will mail a check to your organization for 50% of your online sales.

Product Availability/Pricing Guarantee: Spring brochures/products are available thru August. Year-Round brochures/products are valid through December 31st. Payment must be received by the retirement date. Many items will no longer be available following the retirement date.

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

Sales Tax: If your organization is not tax-exempt, you will pay 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 the invoiced amount on your behalf on all orders shipped to TX.

Shipping: Shipping is free when your brochure sales are \$200 or greater. A \$7.95 shipping fee is charged if your total brochure sales are less than \$200. Any late orders submitted will add a \$7.95 shipping fee per shipment. All orders are shipped by FedEx except for large orders which ship by Common Carrier. There are no fees for orders packed by the seller. For online sales, customer pay a flat \$7.95, regardless of the number of items purchased.

Payments: Customer checks are made payable to your organization. Preferred payment by Money Order, School, or Organization Check will be accepted. 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 will require 2-3 additional days for processing. Payment by check/money order must be paid in full before the order will be processed. Purchase Orders are accepted for public schools and must be paid in full within 30 days. All terms for a purchase order must be agreed upon before starting a fundraiser, including the completion of vendor applications.

Pack-By-Seller: Provided Free. If selected, an online link or spreadsheet 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. The organization will be responsible for the accuracy of the total sold and ordered.

Sales Agreement: Upon receipt of your signed agreement, brochures will be shipped. I have read, understand, and agree with the terms 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 Anderson La-Tee-Da! National Sales Director Date