



Best-Fundraising-Ideas
www.Best-Fundraising-Ideas.com
Deb Murray, La-Tee-Da! National Sales Director
Helping organizations to raise money since 2002!

Contact Us!
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La-Tee-Da! Fundraising is our most recommended fundraiser! Everyone loves candles!
La-Tee-Da! Fundraising consistently achieves the 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 will ship in just a few days!

- 50% Profit with just \$2,400 in retail sales
- Minimum Profit is 40%
- 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 be eager to purchase again.
- No Minimums or Case Requirements
- No Upfront Costs, No Hidden Fees
- 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
- 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** – Available Fall 2021. Combine with brochures or 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 easily earn 50% profit with free shipping! 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 an exceptional 16 oz. soy-blend candles by La-Tee-Da! for just \$15 and 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, our \$10 wax melts, aroma diffuser oils, and room sprays.
- **In Response to COVID-19:** We will be offering an online store in fall 2021 to offer along with brochure sales with customers choosing ship to home or ship to the organization. We will also offer a 100% Virtual, ship-to-home online fundraising store. In the interim, to increase your sales, we can provide you with a link your sellers can share with family and friends by email, text, and social media. Students can write the customer order on their order form and collect payment by Venmo, PayPal, etc. In 2020, La-Tee-Da! Fundraising was our most successful program, exceeding online fundraisers. We are also offering the option to ship items directly to a participant's home. With this option, profit is 40% and shipping is free with participant orders \$200 or more in retail sales. Student orders less than \$200 will add a \$15 shipping fee or, we can pack student orders less than \$200, packed by seller, and ship to one address to receive free shipping. After your fundraiser, your organization can decide how you wish to ship your student orders.
- 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 \$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! You can combine either our Perfect Gifts or Simply \$10 with our Christmas Mason Jar brochure to offer your supporters a greater variety of items and fragrances. Combining brochures will usually increase your overall sales. Our Fall 2021 Perfect Gifts for Family & Friends and Simply \$10 brochures are available year-round.
- 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!

- Earn a generous profit of up to 50% with just \$2,400 in retail sales. Shipping charges are FREE with an easy to achieve qualifying purchase of just \$200 in retail sales! 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 take pride in offering products 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. Individual boxes are labeled with each seller's name and make curbside pickup a breeze! 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

With traditional brochure sales, you'll earn 50% profit on \$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 either our Perfect Gifts for Family and Friends brochure or our Simply \$10 brochure.** You can combine your either brochure with our **Christmas Mason Jar brochure** to offer more variety.
- **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!
- **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.
- **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.
- **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.
- **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 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.
- **Report any missing or broken items.** Seldom are there any 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 get busy raising money for your organization!**

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Sales Agreement – Valid thru 8/15/21

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: _____

Treasurer or Person Responsible for Payment: _____ Phone: _____

Email: _____

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: (_____) _____

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

Brochure Selection / Online Sales: (note – Choose only 1 Perfect Gifts or Simply \$10 brochure. Online sales begin fall 2021)

PERFECT GIFTS FOR FAMILY & FRIENDS: _____ Spring _____ Fall/Year-Round or SIMPLY \$10: _____ Spring _____ Fall/Year-Round

ADD-ONS: CHRISTMAS MASON JARS _____ Fall 2021 _____ ONLINE STORE (along with brochures fall 2021) _____ 100% Virtual (fall)

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. Organizations 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. Ship to Participant's Home offers a 40% profit. \$15 shipping is added to student orders less than \$200. Small orders can be combined, packed by the seller, to qualify for free shipping. Organizations are invoiced for only the actual amount due. Profit is retained by the organization.

Product Availability/Pricing Guarantee: Spring brochures/products are available thru August 31st. 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 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 the seller.

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 being placed. **Purchase Orders are accepted for public schools with a completed Purchase Order Agreement which must be submitted with this Sales Agreement. All terms for a purchase order must be agreed upon before starting a fundraiser.**

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. 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. Contact us for our Fall Agreement for 2021.

Chairperson Title Deb Murray
National Sales Director _____
Date