

# La-Tee-Da! Fundraising

**Simply the Best!**

**We are proud to offer your organization an exceptional fundraising program**

- 50% Profit with just \$2,400 in retail sales, Minimum Profit is 40%
- Free Shipping with just \$200 in retail sales
- Low \$15 shipping for orders less than \$200
- Free Brochures / Order Forms / Pack-by-Seller
- Easy to Sell \$12-\$15 Soy-Blend Candles, Wax Melts and Aroma Beads
- Premium Quality Products and a Large Variety of Fragrances to choose from
- Products are Proudly Made in the USA
- Public School Purchase Orders are accepted
- Payment by Check, Money Order or Credit Card
- No Upfront Costs
- No Minimums or Case Requirements
- Perfect Fundraiser for Any Size Group
- Variety of Seasonal Fundraising Brochures
- 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

**We look forward to helping you achieve a very successful fundraiser!**

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

- 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!
- We provide a variety of seasonal brochures: Our newest brochure for Spring 2018 is vibrant and offers 18 fragrances perfect for Spring and Summer and introduces our beautifully labeled and very trendy 16 oz. Mason Jar Candles. Priced at just \$15 they will be a top-seller! The brochure also includes our Classic Jar Candles and Wax Melts. We will continue to offer our All-Inclusive brochure with Classic Jar Candles, Tree of Life Candles, Wax Melts, Aroma Beads, Topper/Base Set, Melt Warmer, and Personalized Cutting Boards. Our Jar Candles / Wax Melts single page brochure is a great option to tag with another program to offer more variety. You can combine two brochures to offer more variety.
- Sell premium quality, soy-blend candles, proudly made in the USA. 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 well known for being highly fragrant, burn clean and evenly, contain no lead wicks, and have no unhealthy additives. We consistently maintain inventory throughout the entire season!
- Earn a generous profit up to 50% with our candle brochures. We collect state sales tax on all orders shipped to TX. Non-exempt organizations in all other states report their own sales and may collect sales tax.
- We are able to process your order within just a few days and provide fast shipping by FedEx. Generally, you'll receive your order within 10 business days once payment has been received.
- Shipping charges are FREE with an easy to achieve low qualifying purchase of just \$200 in retail sales! Compare us to other candle programs who charge \$65 to ship a late order or charge up to \$240 shipping per order, and never free!
- We take great pride in offering products that are consistently in stock and shipping orders within just a few days!
- We ship orders Packed by Seller for FREE to make distribution a snap! Bulk shipping is optional.

## Pricing and Profit

\$12 Retail Pricing: Classic Jar Candles, Wax Melts, Aroma Beads

\$15 Retail Pricing: Mason Jar Candles

\$18 Retail Pricing: Classic Topper & Base Set

\$20 Retail Pricing: Tree of Life Candles, Cutting Boards, Melt Warmer

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 – Your organization can earn up to \$6-\$10 for each item sold.

Number of Sellers each selling 10 of the \$12 items	Number of Items Sold	Average Profit
20	200	\$1,200
25	250	\$1,500
50	500	\$3,000
100	1,200	\$6,000
200	2,000	\$12,000

### How does the program work?

- **Choose the brochure you want to offer your supporters**, or combine two to offer more variety.
- **Review the Sales Agreement**, complete, and return by fax, scan/email, or by postal mail.
- **Sales Tax (All States, including TX)** If your organization is not state-tax-exempt, your organization will be able to collect appropriate tax and report your sales to your state.
- **Sales Tax (TX Only)** La-Tee-Da! Fundraising will collect and remit state sales tax on the wholesale amount only for orders shipped to TX. Organizations in TX are responsible for collecting and remitting tax on the difference of the retail amount and the wholesale amount paid to La-Tee-Da! Fundraising. La-Tee-Da! Fundraising does not recognize TX state tax exemption certificates.
- **Distribute brochures to your sellers** and determine how long you will continue your sales. Two 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. Orders may be entered as packed-by-seller, or if you prefer, you can enter the order as a bulk order. 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 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 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 order 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 full-time national fundraising representative and have worked with thousands of organizations across the US. My career began while exclusively representing the Celebrating Home/La-Tee-Da!, Fundraising division, and held the record for highest fundraising sales in company history. I've consistently been the top seller each year since 2003. My commitment is to provide you with the best experience possible in anticipation of us working together for years to come. I work with our corporate office in product and brochure development, expanded our product line, initiated and helped develop online fundraising, packed by seller shipping, training programs, and much more. Presently, I hold the position of National Sales Director for La-Tee-Da! Fundraising. I'm confident you'll be pleased with our program and your supporters will be too! You can depend on receiving excellent customer service and I sincerely look forward to working with you and your group!

[FundraisingWithCandleFundraisers.com](http://FundraisingWithCandleFundraisers.com)

Deb Murray

National Fundraising Representative

P: (860) 384-3691 F: (410) 630-7080 [chfundraiser@gmail.com](mailto:chfundraiser@gmail.com)



Sales Agreement 2018

Deb Murray
National Fundraising Representative
860-384-3691
Return by Fax: 410-630-7080,
Scan/Email: chfundraiser@gmail.com, or
Postal Mail: 102 Thompson St, S. Glastonbury, CT 06073

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

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

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

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

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

Shipping Address for PRODUCTS: \_\_\_\_\_ Shipped to Business/School (signature is required) \_\_\_\_\_ Shipped to Home Address (no signature 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: \_\_\_\_\_ 6-page Spring 2018 \_\_\_\_\_ 8-page All-Inclusive \_\_\_\_\_ 1-pg Classic Home Candles / Wax Melts (Select 1 or 2)

Brochures: Brochures are FREE! There are NO upfront costs to ship our Brochures to your organization. We request 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 \$2,400 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: Spring 2018 Brochures are valid through 8/31/18. 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 (All States, Including TX): If your organization is not state-tax-exempt, your organization will be able to collect appropriate tax and then report your sales to your state.

Sales Tax (TX Only): La-Tee-Da! Fundraising will collect and remit state sales tax on the wholesale amount only for orders shipped to TX. Organizations in TX are responsible for collecting and remitting tax on the difference of the retail amount and the wholesale amount paid to La-Tee-Da! Fundraising. La-Tee-Da! Fundraising does not recognize TX state tax exemption certificates.

Shipping: Shipping is free with retail sales of \$200 or greater, \$15 if less than \$200 in retail sales. All orders are shipped FedEx with the exception of 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. Payments by check/money orders must be paid in full prior to the order being placed. Purchase Orders are accepted for public schools.

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.

Chairperson Title Fundraising Representative Date
Deb Murray