

Troop 890 Fundraiser – 2011

It's Troop 890 Fundraiser time again! The troop has operated a popular and highly successful fundraising program going back many years. **For new Scouts and parents, it is very basic:** Scouts individually contact customers (friends, relatives, neighbors, provided leads from past scouts) to sell them our products. Scouts must then complete order forms and collect payments. **The Troop as a whole (Scouts and adults) will gather on Saturday February 26, 2011 in an all-day, mandatory event, to deliver the products** throughout the designated delivery zone as described in the attachment. **Deliveries outside of this zone will be the sole responsibility of the selling Scout.**

Products: Blue Kitchen drawstring recycling bags – 13 gallon, 120/box	\$15.00
Heavy-Duty Lawn Trash bags – 33 gallon 1.5 mm, 50 per roll	\$15.00
15-5-10 Lawn Fertilizer – 40 lb. bag	\$16.00
Greensense Organic Fertilizer – 40 lb. bag	\$21.00

Goals: The overall objective is for Scouts to understand and develop business concepts while learning sales and entrepreneurial skills. **Each Scout is required to contact every lead provided** and should have a personal goal to sell 100 units to fund the majority of their annual scouting costs. They will realize the **rewards for success** from their hard work through incentives including **prizes and monetary benefits** in the form of credits that will help pay for Scout dues and fees including Summer Camp and other Troop activities. **NOTE TO PARENTS:** Your Scout-son's **success will save you money**, so help us **encourage** them to sell.

How it Works: Enclosed in this packet are forms for the veteran Scouts listing their past customers and what they purchased last year. The first year Scouts have lists of customers from older Scouts who have left the Troop (put **your** name on the order). **Scouts are to contact EVERY customer or lead from prior year sales**, complete and update the information on the forms, **collect payments up front** whenever possible then **turn in forms on the designated meeting dates listed below**. These leads only get you started. Develop a strategy to call on your relatives, neighbors and friends who might be interested in the products. **For these new customers, go to our website at troop890.org to enter them directly on-line**, or you can complete the New Customer Form (available at the site under Forms), and bring to turn-in night. **For tips on sales techniques and scripts and more product information, see the enclosed Sales Presentation.**

Turn-in Nights: January 17, 24, 31, February 7 and 14, 2011.

Scouts are encouraged to sell early, **collect payments up front** and turn in completed Call sheets and orders in at the designated meetings. Meetings start at 7:00 and Scouts may **start turning in completed call sheets and orders at 6:30 PM** in the designated room, weekly prizes awarded at the end. **We will not process orders that are incomplete or illegible, and please have money accounted for with each order so we can process them faster and more efficiently.** Money for orders placed on the Website will need to be turned in at these times.

Prizes and Incentives - Scouts will want to start calling early to get in on the **first prize giveaway on January 17th**. Gift certificates, game passes, etc. will be handed out to the top 10-15 scouts with the most calls, so get started calling and inputting your sales ASAP! Prizes are still coming in, so there's no telling what you might get. **In January Prizes will be awarded based on most calls made so turn in your call and contact sheets as well as your orders.** **The awards in February and grand prizes will be based on units sold.** There are many great prizes to be won each week for you efforts.

The overall top 10-15 salesmen will be awarded prizes on March 7th at the Troop meeting, after all sales have been delivered to ensure accurate numbers. **Top prizes in the past have included a Mountain Bike, Acoustic Guitar, Tickets to the MAV's, Stars, Rangers and AMC Movies, and Gift Cards from Academy Sports, Dicks, Whole Earth, Home Depot, Starbucks and more!**

PLUS!! The **top 10 selling First-years** will be invited to a **skate party** at **White Rock Skatepark**.

Russell May - Fundraising Chairman - Troop 890

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