

Troop 890 Fundraiser – 2010

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 27, 2010 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- 50 lb bag - **\$16.00**
 Greensense Organic Fertilizer- 50 lb bag - **\$20.00**

Goals: The overall objective is for Scouts to understand and develop business concepts while learning sales and entrepreneurial skills. Each Scout 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 to **motivate** and **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 customers, 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 11, January 18, February 1, February 8, and February 15, 2007**. Scouts are encouraged to sell early, **collect payments up front** and turn in completed orders in at the designated meetings. Meetings start at 7:00 and Scouts may **start turning in completed orders at 6:30 PM** in the designated room, daily 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 selling early to get in on the **first prize give away on January 11th**. Gift certificates, game passes, etc. will be handed out to the top 10- 15 salesmen on that night, so get started inputting your sales asap! Prizes are still coming in, so there's no telling what you might get. There will be no more prize giveaways until the Fundraiser is over, so get them while you can!

The overall top 10-15 salesmen will be awarded prizes on March 1st at the Troop meeting, after all sales have been delivered to ensure accurate numbers. **Top prizes include an ipod video, Mavs or Stars tickets, Rangers tickets, an autographed Mavericks item, and 2 Southwest airline tickets, Best Buy Gift Cards, 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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