



10 Steps To Successful Fundraising

Featuring #1 top selling candy for \$1.00

1. Establish Your Goal

- How much do you need to raise?
- What will your expenses be?
- When do you need the funds?

2. Name a Chairman

Considerations:

- Reliability
- Availability
- Organizational skills
- Popularity/Personality
- Commitment

3. Gather a Committee

- Select one adult per ten children
- List members and phone numbers
- Make one person responsible for all the money

4. Decide What to Sell, When & How

- Select a quality product
- Do you want prizes?
- Select a start date - Monday or Friday (no holidays)

5. Find a Source for Your Product

- What will our profit be?
- Do you take returns?
- Do you supply sales materials?
- When do we have to pay?

6. Communicate To Your Organization

- Printed Flier
- Community newspaper
- Upcoming meeting

7. Distribute Your Product

- Can you store it?
- Security
- Climate
- When can your members pick up the product?
- Will additional product be available?

8. When You Need More Product

- Can we reorder
- How soon for delivery?
- What about damaged product?

9. Collect The Money

- Make one person responsible for all the group's money
- When and how will participants turn in their payment?
- What if the money doesn't arrive?

10. Recognition

- Celebrate a successful sale.
- Award the prizes.

We are here to help!

**<http://www.fundstarinc.com>
Toll Free: 1-800-245-8989**