



Tips for a successful fundraiser...

Before The Sale:

- We recommend selling for 2 weeks or at least including 2 weekends.
- When choosing a delivery date during busy times of the year (Oct-Dec and Feb-May) please call to make sure the delivery date and time is available. Your delivery will be put on the schedule when we receive your Fundraiser Agreement.
- Set goals. Make sure everyone knows how much money you want to raise and for what purpose.
- Promote your fundraiser on school and community calendars and newsletters.
- Create excitement and increase participation by having a meeting with participants. Let people know how many tubs of dough they'll need to sell in order to meet your goal.
- For extra motivation, decide on a funny activity for the principal or group leaders to do if the goal is met, or plan an activity for the top selling group to do together.

During The Sale:

- Sell to family, friends, neighbors and co-workers. Never sell to strangers!
- Always tell potential buyers how much money your organization needs to raise and what the funds will be used for. "Would you be interested in helping us reach our goal?"
- Say, "Thank you" whether they buy or not.
- Your fundraising participants collect money at the time of sale. They may accept cash or personal checks made out to *your* organization. Later, you aggregate the the funds, then pay us at time of delivery. **We cannot accept personal checks.**
- Let buyers know when to expect delivery of dough and that it needs to be refrigerated.

The Order:

- All orders and revisions must be placed using the End of Sale Order Form included in your Brochure packet. Be sure to send in your order to us on time.
- Order revisions will be accepted only if there's availability of product. Revisions will be considered up until 1 week before scheduled delivery.
- Let us know if you need an invoice prior to delivery to process your payment check. **We cannot accept POs as payment. All checks must be made from your organization's account. We cannot accept personal checks.**

The Delivery:

- Have frozen or refrigerated storage available in case people can't pick up their dough. Ask a local restaurant or grocery store if not available at your location.
- Have dough delivered to a spot as close as possible to where people can park or drive through. An outdoor area, under cover, out of direct sun (even in winter) is ideal except in very warm weather, then inside is usually best.
- Schedule your dough delivery and pick-up time to allow sellers enough time to transport to refrigeration. If we deliver at 1pm, dough will need to be refrigerated by 5 or 6pm depending on time of year (temps) and where it's kept until then.
- Please note and communicate to your sellers that no matter how cold it is outside, dough should not be stored long term in a car, in a garage or even outside. Sellers should also not leave dough on a buyer's desk at work or porch without their knowledge of delivery and when it needs to be refrigerated.
- Recruit volunteers to help with sorting dough and distribution to sellers. How many will you need? How much time will it take to sort? Every group is different, but in general, figure on:

60-100 tubs – 1 person – 15 minutes

100-300 tubs – 1-3 people – 20-30 minutes

300-600 tubs – 3-6 people – 30-45 minutes

- Please allow time for dough to be delivered in full and checked for accuracy (10-30 minutes after arrival time). If sorting starts prior to this step you accept that order is correct. Please let your volunteers know!
- Have each seller's bottom portion of order form on hand to verify counts and group these according to categories (Last name, Room Number, Team).
- Distribute dough to sellers and enjoy!