

4-H Fundraiser Intermediate

The Creative Clovers 4-H Club wants to raise \$2000 to use for their Community Pride project – purchasing playground equipment for their local park. Together with their key leader, they have been discussing the fundraisers that are advertised in the 4-H Source Book.

The twenty members want to choose a fundraiser that doesn't require start-up or shipping fees or a minimum order. Since they plan to conduct their fundraiser over a period of two weeks, they want a reasonably priced product that provides a high profit without being labor intensive. They also want to choose a product that is of interest to multiple age groups.

Currently, the local high school band is selling fruit, the Boy Scouts are selling popcorn, and Little League is selling cookie dough.

Which fundraiser would be the best choice for the club to choose?

Criteria:

- Earn \$2000
- No Fees or Minimum Order
- Not Labor Intensive for a two week fundraiser
- Desirable product to different age groups other than fruit, popcorn, cookie dough

4-H Fundraiser

Senior

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#1

Cookbooks and Calendars

- Hardcover cookbooks priced from \$9 to \$25 and full-color wall calendars priced at \$9
- Full color product brochures
- Risk free; product samples bought back
- Requires delivery of product
- 60% profit
- Will require \$3400 in sales; \$170 in sales per member

#1

#1 **“Our Club Made \$1,000.00
 On a Saturday Morning!”**

Keep **60%** of Each Sale Dollar for Your Club!

YOU don't have to take our word for how easy and profitable it is to sell our wholesome, uplifting, high-quality Country Calendars and Cookbooks. Look at what other club leaders have to say!

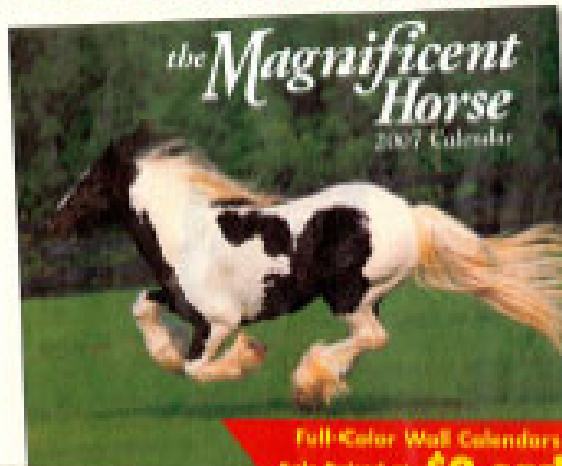
“One of the best fundraisers ever! People just loved the calendars and cookbooks and even asked us to carry them again next year!”—Kristi and Nancy Harless, Country Kids 4-H Club, La Junta, Colorado

“They're so much easier to deliver than fruit or plants! We've increased sales every year—now people are calling us to order!”

—John Lawyer, Sandusky, Ohio

“Our chapter sold over \$16,000 worth of calendars and books, for a net profit of over \$8,000!”

—Rusty Kephart, Hobbs, Missouri

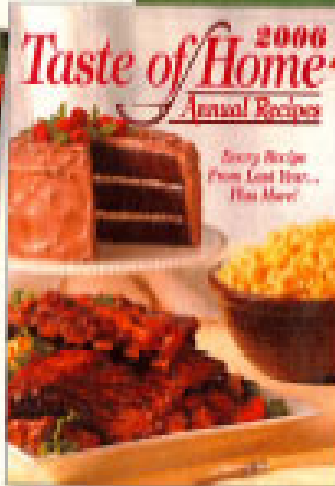


Full-Color Wall Calendars
 Sale Priced at **\$9 each**
 Your 60% Profit **\$5.40 each!**

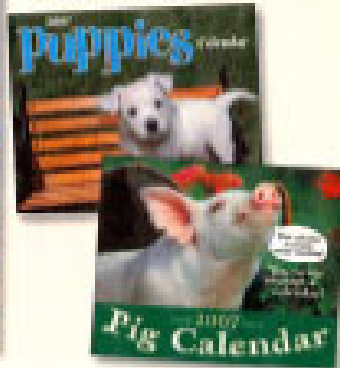


Cookbooks have top-quality hardcover binding made to last a lifetime. Glossy, spill-proof pages and color photographs of recipes throughout.

Hardcover Cookbooks
 Priced from
\$9-\$25 each
 Your Profit **60%!**



Award-Winning Calendars are big (12" x 21-34") and printed on top-quality glossy paper.



Try Our Fund-Raising Program RISK-FREE!

(Whatever you don't sell, we'll buy back!)

Your 4-H fund-raiser will be successful with the full support of Bantam Publications, publisher of Country, Country Women and Taste of Home magazines. We'll provide you with a complete list of sales tips that have boosted sales for others, full-color product brochures to show customers and simple-to-use order forms. You can even order inexpensive product samples.

We'll promptly send you a FREE sample of our 2007 Magnificent Horse Calendar and a no-obligation information packet so you can see how this program could work for you.

**Call Today
 for Your
 FREE Horse
 Calendar!**

Call Today for **FREE** Info Packet:
1-800/750-2582

or E-mail us at:
fundraiser@bantampub.com

You can also send your name, your organization's name, your street address for UPS delivery only, state, zip code and a daytime phone number to:

Bantam Publications (400) Avenue Road,
 Suite F1200, P.O. Box 991, Glenview, IL 60025

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imes is made with
 applied.

#2 Candles

- Great selection of quality candles in 4 page brochure
- No risk and no minimum
- Requires delivery of product
- 50% profit
- Will require \$4000 in sales; \$200 in sales per member

FULL-SERVICE FUNDRAISING...FINALLY!

#2



Support your local 4-H group!

50% PROFIT!

- No risk!
- No minimum!

FREE BROCHURES!

- Beautiful 4 page selling brochures provided free of charge!

FUN & EASY!

- We tally & total all orders!
- All orders ship prepacked per seller!

FREE SHIPPING!

Contact us for a Free Fundraising Kit!

CALL: 800-481-2926

FAX: 952-746-5654

E-MAIL:

info@dianneccc.com

WEBSITE:

www.dianneccc.com

SPECIAL OFFER!

Purchase from a great selection of quality candles for awards, gifts or even home use! These are available for special purchase at a discount of 50% Off retail plus S & H!

Call today for details!

No endorsement of these products or services by 4-H is implied or intended.

#3 Candy Bars

- Quality assortment of four different chocolate bars in a convenient 52-bar carry case with a built in handle
- No money up front, 21 day terms on order, shipping and handling fee
- Make 50 cents on every \$1.00 bar
- Will require 4000 candy bars; 200 bars per member

#3 THE EASIEST & BEST 4-H FUND RAISER

Ever!



Make 50¢ On Every \$1.00 Bar!

No Money Up Front. 30 Day Terms On Your Order.

CALL TOLL-FREE 1-800-303-8861



ORDER ONLINE!
www.lamontagne.ca/4H

Club _____
 Name _____
 Title _____
 Address _____
 City _____
 State _____ Zip _____
 Phone _____
 Email _____

cases of 4-H Chocolate Bars (4 carriers x 52 bars)
 @ \$104.00 per case plus shipping & handling.

Mail to: Fundamentals Company, Inc.
 431 Euclid Avenue
 Bristol, VA 24201

Or Fax to:
 (276) 468-6731

WEBSITE: www.lamontagne.ca

Fundamentals Company, Inc. has developed a high quality line of Chocolate Bars to help the 4-H Clubs raise much needed funds!

Convenient 52-Bar Carrier

Our quality assortment of milk chocolate bars are packed in a convenient carrying case with a built-in handle. Each carrier contains four great flavors:

- Almond
- Caramel
- Caramel Sauce
- Dark Chocolate & Raspberries

Developed by Fundamentals Company, Inc. for 4-H Fund Raising 1-800-303-8861

A portion of the sales of this product will be used to support 4-H Extension Programs. An endorsement of this product by 4-H implies a national affiliation with 4-H. The 4-H emblem is a registered trademark of the 4-H organization.



All Lamontagne products are responsibly sourced using PEANUT-FREE facilities.



Manufactured by
 Lamontagne Chocolate
www.lamontagne.ca

Th
 th

with

#4

Magazine Subscriptions

- Over 750 titles
- Take orders; no inventory to handle, deliver or return
- 300 magazine subscriptions or renewals earns \$2500
- 15 renewals or subscriptions per member = \$2,500

#4

MAKE MORE MONEY WITH LESS WORK!

AMERICAN PUBLISHERS
A Division of Periodical Publishers' Service Bureau, Inc.
A Unit of the HEARST Corporation

Make more money than you thought possible for your 4-H group!

Choose from several different programs that can work for any 4-H group at any time of the year.

The average American family spends over \$100 annually on magazines.

Magazine pricing is a great value compared to newsstand prices.

AP has a large selection of over 750 magazines to choose from.

No inventory to handle, deliver or return.

MAGAZINE SELLING POWER

8 out of 10 households in the United States buy magazines.

Magazine-buying households purchase an average of 6 subscriptions per year.

Only 2.1% of these magazine sales originate from fundraising sales drives.

With American Publishers you will see more profit. Look at your potential profit:

- 100 participants x 3 magazines each = \$2,500
- 250 participants x 3 magazines each = \$6,250
- 500 participants x 3 magazines each = \$12,500

Purchase new or renew subscriptions through your 4-H group.

GET STARTED TODAY!
CALL TOLL-FREE 1-800-303-8861

Fundamentals Company, Inc.
411 Euclid Avenue
Bristol, VA 24201
Email: theagencyinc@hotmail.com

No endorsement of this product or service by 4-H is implied or intended.

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4-H Fundraiser Questions

1. Which item had four varieties? _____
2. Which item specified free shipping? _____
3. Which fundraiser had products priced from \$9 to \$25? _____
4. Which advertisement used the 4-H Clover? _____
5. Which item had no inventory to handle? _____

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4-H Fundraiser Questions - Answers

1. Which item had four varieties? 3
2. Which item specified free shipping? 2
3. Which fundraiser had products priced from \$9 to \$25? 1
4. Which advertisement used the 4-H Clover? 3
5. Which item had no inventory to handle? 4

4-H Fundraiser Official Placing

Placing: 4-1-2-3

Cuts: 3-2-5

I place this class of 4-H Fundraisers 4-1-2-3.

At the top of this class, I place 4, the magazine subscription fundraiser, because it met the Creative Clovers' criteria of earning \$2000 within two weeks without being too labor intensive. There were no start up fees, shipping costs, or order minimums, and the various magazines would be appealing to different age groups. This option would also differ from other current fundraisers in the area.

In the top pair, I place 4 over 1 because 4 did not require the delivery of items and would appeal more to various ages because of the large selection of magazine choices. I grant that the club would still get a large percentage of the money raised with 1.

In the middle pair, I place 1 over 2 because 1 had a 60% profit while 2 had a 50% profit. Both of the items require delivery and are risk free. I grant that 2 could be more effective depending on the people who are asked to make a purchase. However, individuals who are not involved in 4-H may not want the candles that have 4-H clovers.

In the bottom pair, I place 2 over 3 because 2 does not have a minimum order or shipping costs. Although many people may buy a candy bar, each member would have to sell a total of 200 bars in order to meet their goal, and this would require more work than the other options.

I fault 3 and leave it at the bottom of the class because it would be the least effective way for the Creative Clovers to reach their fundraising goal. It is also the most similar to the other fundraisers in the area, which are all food items.

For these reasons, I place this class of 4-H fundraisers, 4-1-2-3.

4-H Fundraiser
Official
Placement:4-1-2-3
Cuts:3,2,5

1-2-3-4 - 32
1-2-4-3 - 42
1-3-2-4 - 27
1-3-4-2 - 32
1-4-2-3 - 47
1-4-3-2 - 42
2-1-3-4 - 30
2-1-4-3 - 40
2-3-1-4 - 23
2-3-4-1 - 26
2-4-1-3 - 43
2-4-3-1 - 36
3-1-2-4 - 20
3-1-4-2 - 25
3-2-1-4 - 18
3-2-4-1 - 21
3-4-1-2 - 28
3-4-2-1 - 26
4-1-2-3 - 50
4-1-3-2 - 45
4-2-1-3 - 48
4-2-3-1 - 41
4-3-1-2 - 38
4-3-2-1 - 36