

# CANDY FUNDRAISER

TO ALL PARENTS AND PLAYERS:

Welcome to an exciting, new season!

To operate a league these days takes money. So, to keep down registration fees, and maintain equipment and uniforms in good shape we need everyone to enthusiastically support our Candy Drive! Show your support of (Your League) by being responsible for one (1) \$40.00 box of everyone's favorite chocolate bar:

## THE CANDY LADY CHOCOLATES

IN FOUR (4) GREAT VARIETIES

CALIFORNIA ALMOND      FRESH CRISP      CREAMY PEANUT BUTTER  
LIQUID FILLED CARAMEL

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Each individual chocolate bar sells for \$1.00  
You will have done your "fair share" by selling one (1) box of 40 chocolate bars

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CANDY SALE begins on \_\_\_\_\_ through \_\_\_\_\_!

## "GOOD IDEAS FOR PRIZES"

PRIZES    PRIZES    PRIZES    PRIZES

<u>GRAND PRIZE: (Top seller)</u> Receives a \$100.00 gift certificate to Wal-Mart	<u>FIRST PRIZE: (2nd highest seller)</u> Receives a \$75.00 gift certificate to Wal-Mart	<u>SECOND PRIZE: (3rd highest)</u> Receives a \$50.00 gift certificate to Wal-Mart
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PRIZES    PRIZES    PRIZES    PRIZES

<u>PRIZE: (For top selling Family)</u> Closest Parking Place for the 2004 Season	<u>PRIZE: (For top selling Coach)</u> Dinner for two (2) at O'Charleys	<u>PRIZE: (For top selling Team)</u> Pizza Party at Pizza Hut
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## CANDY SALE GROUND RULES

- 1) The players and parents ARE responsible to pay for all candy checked out to them even if it is lost, stolen, eaten, melted or *abducted by aliens!*
- 2) Everyone should be committed to selling their \$40.00 box of chocolate bars! Due to Health Code, we cannot take back any candy! You must sell or pay for all candy you take! If you could write a check for the candy and recoup your money from selling your box, that would be most appreciated.
- 3) Additional candy can only be picked up by contacting your TEAM COORDINATOR! Please don't call after 9:00pm! ALL of your money from your first box MUST be turned in before additional candy is released!
- 4) Please turn in your money to your team's coordinator each week. Money should be returned in bills or check made out to (Your League). No coins please! There will be a \$30.00 NSF fee for returned checks. Cash is preferable!
- 5) All final candy sale money has to be turned in no later than \_\_\_\_\_ to be eligible for any prizes. NO EXCEPTIONS! It should be turned in earlier if possible.

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### SECRETS OF SUCCESS

- 1) Players should NEVER SELL DOOR TO DOOR WITHOUT A PARENT! It's just not safe!
- 2) Parents, relatives, & friends are encouraged to help us out by selling at their work if permissible!
- 3) Candy can only be sold in the front of stores but get the managers OK first!
- 4) Why not ask some business owners/managers & professionals if they would sponsor a whole box to support our league?
- 5) Be polite....it goes a long way these days. Even if a potential customer isn't interested in buying today, they may see you tomorrow and want 3 or 4 bars!
- 6) And don't forget.....When someone does buy your candy, give them a big THANK-YOU for supporting (Your League)!

**.....lets DO it!**

This candy drive helps pay for league expenses that registration just doesn't cover! In an ongoing effort to make (Your League) facilities the best possible, we will use the proceeds from the candy sale to complete the construction on the new fields, add new restrooms, and concessions. Additionally, we will add new picnic tables, field fence toppers as well as upgrade the playground area!

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WE ARE A NON-PROFIT ORGANIZATION WE ARE RUN BY VOLUNTEERS  
WE ARE PROUD OF OUR KIDS!

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**THANK YOU EVERYONE FOR SUPPORTING OUR LEAGUE!**

### CANDY LADY TIPS FOR A GREAT CANDY LADY CHOCOLATE SALE

- Decide how much money your group needs to raise:  
This will help you evaluate how many boxes you need to sell. (Profit is \$20.00 for every 40

count box) 100 boxes = \$2,000.00 + 5 free 40ct. boxes which make you an additional \$200.00, or 200 boxes = \$4,000.00 + 10 free 40ct. boxes which make you an additional \$400.00. You can use this money from the free boxes for prizes!

- **Recruit team moms and coaches ahead of time:**  
This will make the distribution of the chocolate more efficient.

- **Give yourself and your group lots of time to prepare:**  
This will give you time to make up a short newsletter to give to each parent. Include your fundraiser in your local community paper so the community will be aware of the upcoming sale.

- **Set up specific dates and stick to them:**  
If you avoid setting a clear target date, the sale tends to drag on with no direction. Chocolate should be sold within 5-7 days. Make sure your participants know **“EXACTLY”** when their money is due. Make sure they also know that **you will not take chocolate back** from them just because they do not want to participate in assisting their organization raise money. It is a very small request to ask a participant in your organization to sell 40 \$1.00 chocolate bars, after all, it is their park!

- **Stay motivated throughout the sale:**  
It is easy for some organizers to lose interest once the program is underway. It is easier to stay focused with clear goals and deadlines.

- **Offer Prizes for Top Sellers:**  
Closest parking space for top selling family, family dinner for top selling coach, team party for top selling team. Grand prize seller could be \$100.00 cash, 1st place \$75.00 and so on.

- **Communicate clearly, before, during and after the program is put in place:**

Keep energy levels high by reminding parents, other volunteers of the fundraising goals and deadlines.

- **Advertise the names of the children who get their money in on time by putting their names on a bulletin or billboard on the concession stand wall:**

Motivate them even further by putting all names who get their money in to you on time, in a drawing for a new bike or \$50.00 cash!

- **“Believe me, when little Joey see’s all of his friends names on the board and he has not turned in his candy money, he will bug mom and dad until they do.”**

- **Have fun with your sale by making it as competitive as the games they play:** Once your organization reaches the goal you have set and everyone is reaping the benefits of the new equipment, new fields, new uniforms, etc, you will want to repeat this every year, because you know the results.