



7 steps to Successful FUNDRAISERS!

- 1: Identify and contact organizations
- 2: Make the pitch
- 3: Kick off meeting—make it fun!
- 4: Keep it flowing
- 5: Collect orders
- 6: Supervise Delivery
- 7: Close and follow up

Identify & Contact Organizations

1. "ADVERTISE YOURSELF" ~ FUNDRAISER SPECIALIST
2. USE THE PARTY --word of mouth is the #1 way to make contact!
3. Contact local organizations either in person or with an introductory letter
4. "Why Tupperware?" flyer (Top 10 reasons to do a Tupperware fundraiser)
5. Make your CONTACT LIST.

Make the Pitch

1. Keep it short & sweet!
2. Worksheet to calculate how much \$\$ the organization can make.
3. Set kick off date...allow yourself enough time to get supplies ordered in
4. Set End Date
5. Large Group of kids?? (preschool/multiple grades or classes)

Kick-off meeting: make it fun!

1. Demonstrate the products
2. Motivate! Use incentives to spark sales!!!
3. Review the catalog, order taking, etc.
4. Explain TupperConnect
5. Have a "signout" sheet for those that take packets
6. Make sure all customer questions get referred to you, the SPECIALIST!

Keep it flowing!

1. Keep in contact with organizers during event - questions/concerns?
2. Keep participants reminded of important dates .Flashy signage in the school or meeting room.
3. Send reminder emails or flyers of close out date and prize offers
4. Do week one recognition to motivate

Collect, compile & consolidate orders!

1. Keep each participant's collection envelope and orders separate
2. Key orders using Web Order Entry
3. Call Customer Care if questions arise while you are entering the orders!
4. Don't end on a Friday. People forget and then you are into the next week!



Supervise delivery of product

1. Sort by customer, by participant, by classroom/team.
2. For larger Fundraisers, you may need multiple days.
3. Offer home deliver for those over \$500



Close & Follow-up

1. Present incentives
2. Follow-up on ALL sales to date and recruit - pick out Top Seller, etc
3. Ask for testimonial letters and REFERRALS to other organizations
4. If nothing else, ask to add to customer database



FUNDRAISER IDEAS

1. Girl/Boy Scouts
2. High School Band
3. Orchestra/Choir
4. Cheerleaders/Pep Squads
5. Preschools
6. Private Schools
7. Mom & Me Groups
8. PTA
9. Sports Teams
10. Hospital Auxiliaries
11. Women's Clubs/Groups
12. Youth Groups
13. Religious Organizations

