



# CHEERCANDLES.COM



fire up your fundraising

## **SALES TIPS: HOW TO BE SUCCESSFUL!**

- Ask your parents to take the brochure to their job place with them and they can place it in a break-room (If Allowed)
- Contact family friends and neighbors that you know well
- Take the brochure to your church and ask for support from church members
- Ask family members
- Take to school and ask teachers and other school staff
- Practice your introduction.
  - State your name
  - Tell what organization you are with and for what purpose your are raising funds. Student volunteers who communicate the organization's purpose make better ambassadors
  - Wear some identifying clothing like a warm up jacket or t-shirt with your organization's name or logo on it.
  - Never start with the question "Would you like to buy..?" because the standard answer is 'NO.'
  - Look "professional" & say "thank you". A nice appearance and identifying apparel adds credibility and helps make the sale.
  - Remember to say "thank you for helping us meet our goal," and restate the goal

## **SAFETY TIPS:**

- Never sell alone
- Do not encourage door to door selling
- Do not enter homes of people you do not know
- Do not carry large amounts of money and keep track of all purchases.
- Do not sell in front of stores unless you have approval from the store and adult supervision.