



Successful Selling: Tips For Reaching Your Fundraising Goals!

When you fundraise with Jordan Essentials, you partner with a company who wants you to succeed! Here is some information as well as useful tips to share with your sellers to help make your fundraiser a success.

WHAT IS A LOTION BAR?

Lotion Bars are a solid bar of serious moisturizing lotion made with beeswax and natural oils. It is one of the most unique lotions you will ever use!

Lotion bars last approximately 7 months with daily use and make fantastic gifts for any occasion!

LOTION BAR FRAGRANCES

- Oatmeal Milk & Honey
- Lavender & Eucalyptus
- Hope

LOTION BAR USES

- Great hand lotion
- Deep cuticle and nail treatment
- Softens and restores cracked elbows and heels
- Fragrance/perfume
- Diaper rash prevention
- Reduce blisters for runners
- Waxes unruly eyebrows
- Freshens air in your car
- And so much more!

TIPS FOR UPSELLING

Train your sellers to ask their customers if they have anyone in their life or any events coming up that they need a gift for! This can increase a customer's order (and thus your profit) quickly!

Success Tips & Suggestions

1. We will complete the application process together or you can complete it yourself. This will then be submitted to Jordan Essentials for approval.
2. Once approved, I will work with you to make sure you have enough materials for each member of your group.



3. We will schedule a chairperson training session to review the material and answer any questions.
4. Just before the start date, we will have a seller assembly where we can provide tips and benefits of the products. This is a perfect time to share incentives that will create excitement for your sellers.
5. Your sellers will have two weeks to sell!
6. Door-to-door sales are not recommended. Please only sell to people you know.
7. Have fun! With the right approach, fundraising can be educational and enjoyable as well as profitable for your group!
8. Communicate with absentees who may miss the program's kick-off or other important meetings. These can be through e-mail or letters home.
9. All sellers will return the orders and money to you, as well as any unused brochures/order forms. They will make checks payable to your organization.
10. You will tally orders on the Master Order Form. I will come review your order and help calculate your profit. You will pay the remaining balance to Jordan Essentials. You will keep the sellers orders forms for distribution.
11. At the end of the fundraiser I will need: 1 (one) Tally Sheet 1 (one) credit card, check, or money order made payable to _____ and 1 (one) copy of your tax exempt form (if not already submitted).
12. Delivery date is approximately 2 weeks from the date the order is submitted to Jordan Essentials. (Please provide a physical address to which you want your Fundraiser shipped).
13. There will be an invoice shipped with your order. Please take the time to check off this inventory sheet and compare with the Product Check-in Sheet as you remove items from the box. You will have 5 days to notify me if you have any missing items.
14. Shipping Information: Fundraisers will be shipped either by USPS, UPS or FEDEX. Please provide an e-mail to receive a shipping notification by e-mail once your order has shipped. This will assist you with planning as well as communication with your sellers.

FREQUENTLY ASKED QUESTIONS

How much will my organization earn?

You keep 40% OF ALL SALES!

We suggest that Jordan Essentials fundraisers last two weeks. This gives the sellers enough time to share Jordan Essentials but reduces your customers' thoughts of ordering later. It is also important that your customers don't wait too long to receive their products.

What is the minimum order?

The minimum order to be considered a Fundraising Order is \$200 (Retail value).



How do we get paid from our fundraiser?

At Jordan Essentials you receive your profit immediately! No need to wait. When the fundraising order is submitted, you will only submit 60% of the retail sales. You keep the 40% on the spot.

The Master Tally Sheet is a final form where all of your sellers' orders are consolidated and all final costs, profits and payments are determined before your fundraiser is submitted and processed.

What products are available for the Fundraiser?

Our fundraising program offers Lotion Bars in 3 different fragrances

Can I customize the products with our logo?

Yes, the lotion bar tin may be customized with your organization's name and/or logo. There is a one-time setup fee of \$25 for the customization.

Do we have to collect and pay tax?

Most organizations that choose to fundraise are tax exempt and if you provide Jordan Essentials with the required documents we will be able to avoid collecting tax.

However, if you do not have tax exempt designation, you will need to collect sales tax according to the tax rates in your area. The tax rate is calculated based on the tax rate of the shipping address. We will discuss this with you and make sure that everyone knows exactly how to handle this.

What is the organization application?

We use this form to approve and track all organizations who are fundraising with Jordan Essentials. Please submit this form to your Consultant or directly to the Home Office.

How do we motivate our sellers?

Studies show that organizations that offer incentives for their fundraising efforts have a higher rate of success. Here are some incentive examples:

- *Gifts for top three sellers*
- *Competition for a special lunch with the division/class with highest sales*
- *Extra free time or time off*

I would love to meet with you to discuss gift sets through Jordan Essentials to use as gifts for top performers.