



# Sycamore Hill Farms Fund Raising

## Sales Tips & Guidelines

**Before you approach the person you hope will buy from you; Relax, Smile and Look Happy!**

### Frequently Asked Questions

The Original Mop & Sop and the Sycamore Red Mop & Sop are **NOT** hot. The Pert' Near hot **IS HOT**, but edible. The Southern Seasoning is good on anything, meat, vegetables, rice, pasta, etc. The Rubs are marinate seasonings, each container **will season at least** 20 to 30 pounds of meat. The Hot Chihuahua Pepper Sauce is **not very hot**. The Flame Thrower **is hot**, but is edible hot.

**Q. How much money can we make?**

A. The sky is the limit but we have setup the fund raiser items to yield a 50% profit margin for you.

The best approach is to set a goal of how much money you need, pick the product or products to sell, then use the formula below to calculate how many units and people you will need.

EXAMPLE:	3 Sauce Gift Pack	Cost \$8.00 each	Sells for \$12.00 each
1.	2.	3.	
\$ 1,200.00	\$ 4.00	25	= 12
Set your goal	Profit per each unit	Number of people selling	Units each person needs to sell
divided by	divided by		12 x 25 = 300 x \$8.00
			300 units = \$2400.00

EXAMPLE:	Complete Gift Pack	Cost \$17.00 each	Sells for \$25.00 each
1.	2.	3.	
\$ 1,200.00	\$ 8.00	25	= 6
Set your goal	Profit per each unit	Number of people selling	Units each person needs to sell
divided by	divided by		6 x 25 = 150 x \$17.00 = \$2550.00
			150 units = \$2550.00

Calculate your fund raiser

1.	2.	3.	
<input type="text"/>	<input type="text"/>	<input type="text"/>	= <input type="text"/>
Set your goal	Profit per each unit	Number of people selling	Units each person needs to sell
divided by	divided by		

**Q. Do we have to sell just one item or can they be both sold?**

A. Yes, sell one, both and as many as you can. The order sheets are set up for both or just one item.

**Q. Can we do a smaller fund raiser?**

A. Why think small? It takes just about as much effort to sell 5 units as it does 10, but you make twice on 10 units than on 5 units. These Gift Packs will not spoil like doughnuts, so take them to the next football game and sell them from the tailgate, it will be a winner!

**Q. Should I deliver the units and collect the money later?**

A. I would recommend collecting the money when you give them the fund raiser items, easier to keep up with.