



Product Fulfillment Specialists since 1992

Dear Fundraising Representative:

We are expanding our sales force and are seeking highly motivated individuals to join our nationwide sales team as Independent Sales Representatives. This is a full-time or part-time position and is available to you whether you own your fundraising business or work-from-home. We invite you to review the enclosed materials for your consideration.

What we offer our Independent Sales Representatives:

- There are no exclusive contracts. You are welcome to work with other fundraising companies or businesses.
- Highly Competitive Commissions. You'll receive a 15% discount on **retail** pricing starting with your first sale.
- You'll work directly with the manufacturer.
- An online fundraising store is in development for release in fall 2021 (ship to group, ship to home, and 100% virtual)
- You can work anywhere within the continental U.S. - there are no territories.
- Flexible Hours. There are no sales quotas.
- Work from home opportunity and perfect for distributors who wish to place drop-ship orders.
- Excellent opportunity for small fundraising companies to add our competitively priced candles to their line.
- There are no requirements for warehousing products or stocking brochures.
- You'll receive free brochures for marketing your business.
- For your fundraising organizations, we'll also provide free brochures we can ship to you or directly to your fundraising organizations.
- There are no shipping fees to receive brochures, whether shipped to you or directly to your organizations.
- Imaging is provided if you wish to customize and print your brochures.
- Organizations can combine brochures for added variety and qualify for 50% profit.
- There are no requirements for warehousing products or stocking brochures.
- You'll receive free shipping on orders \$200 or greater in retail sales. \$15 is added to orders less than \$200 retail.
- You'll have a free online account for ordering brochures, entering packed-by seller orders, and submitting and tracking brochure and product orders.
- Orders ship generally within 3-5 business days.
- You can create a link that can be used by you or your organization to enter a bulk or packed-by-seller order.
- There are no added fees for packed-by-seller orders.
- In addition to your payment by check or credit card, we will also accept an organization's credit card payment with no credit card fees. We also accept public school purchase orders with a 30-day payment term.
- You can achieve higher sales volume with La-Tee-Da! Fundraising by offering your organizations the opportunity to sell through Thanksgiving for Christmas delivery.
- There are no fees to join and no annual fees to maintain your account!
- Try us and discover what we offer!

Who can become an Independent Sales Representative for La-Tee-Da Fundraising?

Qualified candidates can either be a current fundraising company or an experienced fundraising representative searching for new fundraising products to market. Experience is preferred but not required. A new representative should have strong relationship-building skills, self-discipline, and a drive to build their own business. They must have the willingness and ability to research for prospective organizations, create marketing materials, cold call, sell,

to be organized in managing new accounts and maintaining accounts for future business. A new rep should learn all aspects of the fundraising industry and be comfortable speaking with people responsible for fundraising for their organization. Having a background or affiliation with school PTAs/PTOs and school organizations, sports teams, churches, youth organizations, dance, cheer, etc. is very beneficial.

Why partner with La-Tee-Da! Fundraising?

La-Tee-Da! Fundraising has over twenty years of fragrance blending expertise. We source the highest quality fragrance oil and an optimal soy wax blend to bring you exceptional candles and wax melts. All our candles, wax melts, and aroma oils are made at our facility in Marshall, Texas. We offer an extraordinary line of products high in demand, are easy to sell, and are extraordinary in quality. We consistently maintain an inventory with the capacity of producing over 80,000 candles per day in our 32,000+ square foot facility.

We ship to the 48 contiguous United States. For years, organizations have searched for candle fundraisers for the spring/summer and fall/winter seasons. Candle fundraisers continue to consistently generate high sales in the fundraising industry year-round and as a consumable product, they are easy fundraisers to establish repeat business. Candle sales are easy to market for gift-giving whether you are marketing for Easter, Mother's Day, Christmas, Birthdays, or for enjoyment at home or the office.

We offer a variety of seasonal stock brochures. And all imaging for brochures and individual products are provided to our representatives for customizing your brochure or inclusion in your shopper catalog.

We only use 100% cotton or paper core wicks in our candles, and we test them to ensure even burning and fragrance distribution. Plus, our products are of the highest quality and are designed specifically to help your organization to have a successful fundraiser. Our soy-blend candles and fragrance items are competitively priced for our Independent Reps and your fundraising organizations. Our stock brochures offer \$10, \$15, and \$20 retail pricing for simple, easy sales and with a \$10 brochure, our program is extraordinarily easy to market. Fundraising Distributors with reps can purchase, directly from our printer, our \$15 Classic Candles brochure.

Orders are generally fulfilled within 5 business days and shipped by FedEx or Carrier for large orders. Shipment notification and tracking are emailed to the Independent Representative or, if selected, directly to the organization.

SEASONAL BROCHURES FOR SPRING (Jan-Aug) AND FALL (Aug-Dec)

1) PERFECT GIFTS FOR FAMILY AND FRIENDS BROCHURE - Our 8-page brochure, with 71 items, unfolds to display 4 pages filled with our \$10 Classic Jar Candles, \$10 Wax Melts \$10 Room Sprays, and \$10 Aroma Diffuser Oils, \$15 Mason Jar Candles, and \$20 3-Wick Candles. A convenient and easy-to-use order form is included on the backside of the brochure. Our exquisite watercolor labels are eye-catching and beautifully highlight the fabulous collection of diverse fragrances offered. With our incredible selection of items and easy-to-sell pricing, organizations will be eager to offer our new brochure!

2) SIMPLY \$10 BROCHURE – Our \$10 brochure is an absolutely, perfect choice for organizations searching for simplicity with an affordable and easy-to-sell program. All items are just \$10 and offer the Classic Candles and Wax melts from our Perfect Gifts for Family and Friends brochure. \$10 items are easy to sell, cash sales are simple, and are easy for everyone to total.

3) CHRISTMAS CANDLE BROCHURE – Our Christmas Candle Brochure offers our \$15 Christmas Mason Jar Candles for the holiday season. Each label has a different Christmas print to highlight each fragrance. You can offer this brochure alone or combine it with either the Perfect Gifts or Simply \$10 brochure to offer more variety.

4) \$15 Classic Candles Brochure – Available for Distributors with representatives. Includes 15 Classic Candles. Brochures are purchased directly from our printer.

Independent Sales Representative Pricing and Purchasing Guidelines

Thank you for your interest in our fundraising items and we look forward to working with you. We manufacture our candles, wax melts, aroma diffuser oils, and bath salts here at our factory in the piney woods of Northeast Texas. We strive to make our product a good investment for you and the fundraising organization.

Organization Profit:

Organizations receive a 50% profit on all orders with achieved retail sales of \$2,400 or greater. If retail sales are less than \$2,400, an organization will receive a 40% profit.

Independent Sales Representative Discount:

Independent Sales Representatives receive a 15% discount on the retail pricing for all orders submitted with our stock brochures. Your discount along with the organization's profit is discounted from the order when placed and the balance is paid to La-Tee-Da! Fundraising.

Item	Stock Brochure Retail Pricing	15% Rep Discount on Retail Price	Wholesale Price \$2,400 or greater	Wholesale Price less than \$2,400
10 oz. Classic Jar Candles	\$10.00	\$1.50	\$3.50	\$4.50
Mason Jar Candles	\$10.00	\$1.50	\$3.50	\$4.50
Wax Melts – 2 pack	\$10.00	\$1.50	\$3.50	\$4.50
1 oz. Aroma Oils	\$10.00	\$1.50	\$3.50	\$4.50
Room Sprays	\$10.00	\$1.50	\$3.50	\$4.50
16 oz. Mason Jar Candles	\$15.00	\$2.25	\$5.25	\$6.75
3-Wick Candles	\$20.00	\$3.00	\$7.00	\$9.00

Shipping: Shipping is included free for all orders with retail product sales of \$200 or greater. Orders less than \$200 in retail sales will add a \$15 shipping fee. We ship by FedEx/UPS except for large orders which ship on pallets by Common Carrier. We ship to the 48 contiguous United States.

Orders are shipped from our warehouse in Marshall, TX Monday through Friday and normally ship within 3-5 days following receipt of order. With a large production capacity, we consistently maintain our inventory for immediate shipment. If any unanticipated delay occurs, we will notify you regarding the expected ship date of your order.

Packaging: Our candles, wax melts, room sprays, and aroma diffuser oils are individually boxed.

Tax: Local and State Sales tax will be added to all shipments within Texas.

Minimum Order: None

Case Requirements: None

Fundraising Stock Brochures: La-Tee-Da! Fundraising offers a variety of seasonal brochures, provided free for your organizations. A reasonable supply of brochures is also provided free to the Independent Sales Representative for marketing.

For your fundraising organizations, brochures and the cost of shipping are provided free by La-Tee-Da! Fundraising and are shipped to you or your organization once the fundraiser has been registered. You can also combine brochures to offer your organization more variety and the sales are combined for qualifying for the 50% profit. For marketing your program, spring brochures for the next season are completed by early fall, and brochures for the next fall are completed by early spring. The brochures will be posted on the company website once available.

Brochures / Imaging: In addition to offering stock brochures for purchasing, our high-resolution images will be provided to our Independent Sales Representatives to customize and print your brochures or for placement in your brochures or shoppers. To request imagining email Sheri Cole at scole@ltdfundraising.com

Orders: Each representative will have an ID and Password for logging into their account where they can enter and submit orders for brochures and fundraising orders. Product orders can be submitted as either a bulk order or packed-by-seller. There is no added fee for orders packed by the seller. Representatives have the option to enter the orders packed-by-seller or they can share a code for an organization to enter each of their seller's orders. For assistance with placing orders or any customer service assistance, contact Sheri Cole by email: scole@ltdfundraising.com or via phone: Monday - Friday, 9-4 pm CST at 903-927-3502.

Payment Terms: Representatives will invoice and collect payments from their organizations. All product orders are then paid in full by the representative to La-Tee-Da! Fundraising. Purchase orders from public schools, however, are accepted. We accept all major credit cards with no added credit card fees. Payment by check is also accepted and merchandise orders will ship once a check has been received.

Purchase Orders: Public school purchase orders are accepted with these terms: A purchase order must be a written document, contain the name and address of the school, signature of the principal or bookkeeper, and phone number, with La-Tee-Da! Fundraising and address listed as the payee. The net term is 30 days. La-Tee-Da! will invoice the school and mail a commission check to the Independent Fundraising Representative following receipt of payment. Payment by school check, money order, or credit card will be accepted for purchase orders.

Damages: The exterior of the shipping boxes must be visually inspected upon delivery and any damage must be immediately reported to the carrier at the time of delivery. All damages and/or shortages must be reported to us within 14 days by emailing scole@ltdfundraising.com. Replacements will be shipped within 5 days.

We hope you'll consider adding our La-Tee-Da! Fundraising products for your company's program! Call me and let us start a conversation about how we can work together to help you succeed in your business. Let's discuss your needs and outline the products and services we can offer you. For additional questions or to set up a new account with La-Tee-Da! Fundraising as an Independent Sales Representative please contact us.



Product Fulfillment Specialists since 1992

Deb Murray, National Sales Director

Questions? Ready to get started? Call 860-384-3691 or email dmurray@ltdfundraising.com

La-Tee-Da! Fundraising ■ 1070 Pumpkin Center Rd ■ Marshall, TX 75672

Visit our website at www.ltdfundraising.com