

RHS Bands Poinsettia Sale Some Highlights

Please remember to bring:

- Calculator
- Pens
- Clipboard
- Some small bills to make change

The 5 points

People are busy. They don't want to waste time. When someone comes to the door, respect their time. When you introduce yourself, be sure to give them the following five pieces of information:

1. *Your name:* First name only
2. *Who you're with:* Ridgewood High School Band
3. *What you're selling:* poinsettias and amaryllis plants
4. *Why you're selling:* To raise money to purchase instruments and supplies for the Ridgewood High School Band. We are also raising money to offer scholarships to some of our graduating seniors.
5. *How much:* We have small poinsettia plants in a 6-inch pot for \$10 each. They come in either red or white. We are also selling large plants in a 10-inch pot for \$25. Those also come in either red or white. Our amaryllis plants come in a 7-inch pot and cost \$15 each.

You may wish to practice a sales pitch:

"Hello, my name is _____ and I'm a member of the Ridgewood High School Band. Today the band is going to every house in Ridgewood to sell poinsettia and amaryllis plants in order to raise money for our band to purchase new instruments and supplies that are not part of the Board of Education budget. We are also raising money to offer scholarships to some of our graduating seniors."

"We have small poinsettia plants in a 6-inch pot for \$10 each. They come in either red or white. We are also selling large plants in a 10-inch pot for \$25. Those also come in either red or white. Our amaryllis plants come in a 7-inch pot and cost \$15 each."

"Can I count on your support today with the purchase of some of our plants?"

"Would you care to make a tax deductible donation to our organization?"

Some important reminders:

- NEVER EVER GO INSIDE ANYBODY'S HOUSE.**
- Do not leave your sales route – no stops at Burger King or Starbuck's!**
- If you run out of supplies in your packet, your driver will have extra blank forms. Remember to put your ID number on all forms. If the driver runs out of forms, return to the school to get more.**
- Be sure that checks are filled out completely and with the proper amount.**
- Count any cash in front of the customer.**
- Write legibly and double check your math.**
- Give a receipt for every purchase or donation.**
- Leave large sums of cash in the car with the driver.**
- BE CAREFUL!!!**