FLOWER POWER

FUNDRAISING

15 Tips for Success

🌸 Identify yourself, the organization you're representing and the reason you're fundraising. For example: "Hi, my name is Paul and our football team is trying to raise $3000 for new sports equipment. Would you be interested in helping us reach our goal by buying some top-quality flower bulbs?"

🌸 Smile! People are more likely to buy from happy, positive people.

🌸 Next to your great attitude, your color brochure is your biggest sales tool! Make sure to show each of your potential supporters the beautiful flowers inside — they practically sell themselves!

🌸 Set an individual sales goal for yourself and make it a challenge.

🌸 Carry your brochure and order form with you all the time, everywhere you go. You never know when you may run into a selling opportunity.

🌸 After a person orders an item, ask if they would like to purchase anything else. This will often help you increase the size of the order.

🌸 Ask businesses too, not just individuals.

🌸 Ask your friends, relatives, neighbors and co-workers if they'll help by buying some flower bulbs from you.

🌸 Make a list of potential supporters. Schedule a time to ask each person that you've listed. Following through will yield big results.

🌸 Challenge your co-fundraisers to a contest. See who can sell the most flower bulbs and raise the most money!

🌸 Thank your supporters, whether they buy or not, and ask them if there is anyone else they know who might be interested in supporting your fundraiser.

🌸 Save your supporter list. It will make fundraising that much easier next year.

🌸 Spread the word! You're offering some of the finest quality flower bulbs available, while raising money for a great cause all at the same time. Who could resist?!

🌸 Start early and ask everyone! Ask, Ask, Ask!

🌸 Safety is important! Always make sure that children use the buddy system. Fundraising with an adult companion works best for children. Children are safe and they learn more quickly.

Follow these tips for a fun and profitable fundraiser!