
















# 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!*