



Your World's Finest Chocolate Fundraising-Success Guide

Financial

Pay Later	<p>No upfront cost for public or private schools and their groups/teams, including PTOs & PTAs.</p> <ul style="list-style-type: none"> • Other organizations can pay with credit card or debit card at the time of placing the order or apply for credit terms. • If paying upfront with a check, WFC will schedule delivery once the check clears the bank. .
Credit Terms	<p>30-day credit terms offered when the school bookkeeper or school district office pays the invoice.</p> <ul style="list-style-type: none"> • Most groups sell for 3 weeks. • Once you have a little over half sold, you'll have enough money to cover the invoice.
Flat Shipping	\$120
More Profits	The bigger the order, the more you profit!

Profit Model

800 box orders	300-799 box orders	8-299 box orders
<p>All programs</p> <p>\$30 profit per box <i>(\$60 resell per box - \$30 cost per box)</i></p>	<p>\$2 & \$3 bar programs</p> <p>\$27 profit per box <i>(\$60 resell per box - \$33 cost per box)</i></p> <hr/> <p>\$1 bar program</p> <p>\$26 profit per box <i>(\$60 resell per box - \$34 cost per box)</i></p>	<p>\$2 & \$3 bar programs</p> <p>\$24 profit per box <i>(\$60 resell per box - \$36 cost per box)</i></p> <hr/> <p>\$1 bar program</p> <p>\$23 profit per box <i>(\$60 resell per box - \$37 cost per box)</i></p>



Free Chocolate

Orders of 30 to 59 boxes	Orders of 60 or more boxes	Fund Your Prize Program with Free Chocolate!
<p style="text-align: center;">1 FREE BOX \$60 in free chocolate</p>	<p style="text-align: center;">2 FREE BOXES \$120 in free chocolate <i>Covers your shipping cost!</i></p>	<p style="text-align: center;">ASK YOUR FRIENDLY KING FUNDRAISING CONSULTANT FOR DETAILS.</p>

Product Choices

\$1 program variety packs	\$2 program variety packs	\$3 program variety packs
60 bars per blue box	30 bars per purple box	20 bars/cartons per yellow box
<ul style="list-style-type: none"> • Caramel bars (1.1 oz) x 12 per box • Milk chocolate bars with almonds (1.1 oz) x 12 per box • W.F. crisps bars (1 oz) x 12 per box • Wafer bars (.85 oz) x 12 per box • Milk chocolate bar (1.1 oz) x 6 per box • Dark chocolate bar (1.1 oz) x 6 per box 	<ul style="list-style-type: none"> • Caramel bars (2 oz) x 6 per box • Milk chocolate bars with almonds (2 oz) x 12 per box • W.F. crisps bars (1.8 oz) x 6 per box • Wafer bars (1 oz) x 6 per box • Milk chocolate bar (2 oz) x 4 per box • Dark chocolate bar (2 oz) x 2 per box 	<ul style="list-style-type: none"> • Caramel bars (3 oz) x 2 per box • Milk chocolate bars with almonds (3 oz) x 4 per box • W.F. crisps bars (2.7 oz) x 2 per box • Wafer bars (2 oz) x 4 per box • Continental Almonds (2.5 oz) x 6 cartons per box • Chocolate Covered Pecans (2.5 oz) x 2 cartons per box

Allergy information: Peanut free, Kosher, Gluten-free products indicated on label



Running the Chocolate Bar Fundraiser

CHECK-OUT PROCESS	SELLING PROCESS	MONEY COLLECTION
<ul style="list-style-type: none"> ● Checkout 1 box at a time per member ● Group members receive their 1st box when the parent signs the chocolate checkout form (see the checkout template at the end of this document) <ul style="list-style-type: none"> ○ 2nd box checked out when the group member turns in \$60 for the first box. ○ 3rd box checked out when the group member turns in \$60 for the previous box. ○ Etc. ● If a group member's parent wants multiple boxes at one time, require advance payment at \$60 per box. 	<ul style="list-style-type: none"> ● Group members must follow school rules when selling on or off campus ● Children should sell with the help of a responsible adult ● Ask support from friends, family, community members, and locally owned businesses ● Encourage parents to take a box to sell at work, if permitted. ● Contact local grocery stores and other high-traffic stores or venues about scheduling time to set out a booth to sell to people walking by. ● Post on social media 	<ul style="list-style-type: none"> ● Have group members turn in money every day, or as often as possible. ● Follow your school's receipting policy. ● Requiring members to turn in dollar bills, not coins. ● When possible, avoid waiting until the end of the fundraiser to collect most or all of the money. ● Deposit all the money you collect into your bank account and ask for your invoice before paying, unless you've prepaid.

Motivating Your Sellers

- Remind group members daily or as often as possible about the fundraiser.
- Post to social media several times a week about the fundraiser, if available.
- Create signs that provide a visual for what the group is raising money for.
- If using prize incentives, reinforce what the group members get for helping support the fundraiser.
- If part of the group is raising money for a trip, consider incentivizing non-trip members to support the fundraiser with cash prizes and special privileges.
- Ask your King Fundraising consultant for ideas to motivate more participation in your fundraiser.

Chocolate Check Out Form

Turn in this form signed to receive a box of chocolate

Student's Name: _____

My child has permission to participate and check out chocolate products as part of the fundraiser.
I understand that I am responsible for taking care of the chocolate, selling the entire box, and turning in the money at \$60 per box checked out.
All chocolate that is checked out must be paid for before additional chocolate may be checked out.

Chocolate cannot be returned once it is checked out.

Parent's Signature: _____ **Phone:** _____

Date: _____ **Email:** _____



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Our organization is asking for a \$60 donation in exchange for a box of chocolate & free sponsorship mention on your Facebook page.

This donation is tax deductible and you are welcome to resell the chocolate to your customers as you wish.

Put a check mark next to the opportunity your business would like to take advantage of:

\$60 Donation

\$120 Donation

\$____ Donation

Receive 1 box of chocolate + 1 FREE mention on our organization's Facebook page

Receive 2 boxes of chocolate + 2 FREE mentions on our organization's Facebook page

Receive 1 box of chocolate per \$60 donation + for donations of \$180 or more, receive 3 FREE mentions on our organization's Facebook page

Business Name: _____

Business Contact: _____

Business Phone #: _____

Business Email: _____

Student's Name: _____

Teacher: _____ Grade: _____

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