



Lady Bears Orange/Grapefruit Sales Fundraiser

20# Christmas Gift Box of Oranges or Grapefruit

Each player to sell 20 boxes

Sales begin now through Nov 22nd

Please get started by selling to family, friends and neighbors. We will be arranging selling to neighborhoods in teams of players as a team building exercise as well as to sell, sell, sell. Stay tuned for more information on team selling.

FREQUENTLY ASKED QUESTIONS

When will the fruit be delivered?

The fruit will be delivered to the customers on Dec 3rd and 4th. You need to plan accordingly. Teams of girls will pick up the fruit from Jim Hamberg's home and deliver the fruit to their customers. If you have a customer that will not be around on Dec 3rd or 4th, we can make special arrangements to deliver it on a separate day.

When do I collect the money?

You should collect the money at the time the customer places the order. Checks should be made payable to "Lady Bears Basketball Boosters"

Where does the fruit come from?

Grapefruit is picked and shipped from Texas and the Navel Oranges are picked and shipped directly from California. The fruit has been picked no more than 2 to 7 days before the customer receives it.

SALES PITCH SAMPLE

A good selling pitch might go like this: "Hello, my name is (player's name). We're selling California Navel Oranges and Texas Rio Star Grapefruit to help raise money for our offseason tournaments and summer league play. We have a 20-pound gift box of each for only \$24.00, which is only \$1.20 per pound. You can't find this size and quality in the stores right now. The way this fund-raiser works is this: I have an order sheet that we can fill out and you can either pay cash or check. Our fruit will be delivered in early December, and I will bring your box(s) directly back to you on December 3rd or 4th. We really need your support to help make our basketball program competitive. Thanks for supporting us!"

EMAIL SAMPLE

You can forward the **Lady Bears Orange Sales Flyer.pdf** attachment to family and friends via email with a version of the sample email below.....

I would like to offer you a great opportunity to help support Tahoma Girls Basketball. This year is our first year selling California Oranges and Texas Grapefruit through M&R Sales. These fruit are an amazing treat as winter approaches. Best of all you don't even need to pick them up. They are straight off the truck and delivered directly to your house!

The price for a case of oranges or grapefruit is \$24. This equates to about \$1.20/pound and is a considerable savings compared to your local grocer. The case of oranges holds about 40-44 oranges, and the grapefruit case holds about 20-24, depending on the size. For any size family, they will go quickly. The quality of the fruit is amazing and you won't find a local equivalent!

All you need to do is reply to this email and let me know how many cases of oranges or grapefruit you would like and arrange to send payment to me (check payable to: Lady Bears Basketball Booster). Our orders have to be completed by November 22nd and our anticipated delivery date of the fruit to Tahoma is December 3rd and delivered to you on the 3rd or 4th of December. In fact, if you come to our first home game on the 3rd, you could pick up your fruit that night.

More information is included in the attached flyer.