

Scents Of Soy

- We are a little different than most fundraising companies, as our mission is to assist your organization in exceeding your planned goals by motivating your team through personal attention and incentives. Where most candle companies only give you the option to sell candles, Scents Of Soy allows you to sell out entire catalog, including our very popular line of stylish Tart Warmers, Soy Wax Melting Tarts, Scent Star Car Air Fresheners, and Tea Lights.
- Scents Of Soy will provide each participant with a fundraising kit. The kit will include a full color order form envelope with customizable front cover, full color warmer and product brochure, prize and contest info, and samples of each of the scents. The envelope will also double as a money holder during the event. We like to write a small paragraph about your organization and why you're raising the funds. This helps relay your story, and supports the importance of helping out with your cause.
- Scents Of Soy will cover the cost of each of the packets, which means there is **NO out of pocket expense to you**. We will also deliver the supplies and meet with your team for free of charge as well.
- Now **participation** is the key to success, and personal incentives are the key to participation. This is why Scents Of Soy would like to sponsor a sales contest for each of your participants.
 - Experience has shown that organizations that motivate their groups through incentives will generate 60% to 70% more sales. We recommend you put a contest in play as well.
- We typically recommend running the fundraiser 2 - 4 weeks.
 - This is a short enough time to keep your team focused and engaged.
- Your organization will get to keep 50% of your sales on Candles, Tarts, Tea Lights and Scent Stars. Your group will keep 40% of your tart/candle warmer sales.
 - Your group does **NOT** need to collect Sales Tax.
 - We will subtract the tax from the final sales total and then split the total
 - Example: (a group that sales \$2000) we will subtract sales tax of \$152.42, and then you keep 50% of the post tax total. Which is \$923.78
- Your Group will have 3 ways to sell our products:
 - Collect payment and take order using the order form provided
 - Visit our website @ www.scentsofsoy.com, to purchase online.
 - Call in your order @ 817-881-3913
- Utilizing our online services allows you to
 - Take advantage of your customers who live out of town.
 - Customers who need to pay with a credit card.
 - Gives you access to our entire catalog.
- Fundraising Orders placed online will be shipped out immediately to the customer. They will be prompted to pay and input shipping information, and we will ship out their order within 1 business day.
- Your team will need collect full payment from each customer at the time the order is placed. You might want to schedule a weekly money collection to help keep track of everyone's money.
- At the end of the fundraiser you will need to:
 - Collect each of the order forms and verify that the money enclosed matches the orders taken.
 - Transfer the orders onto the master order form.
 - Email it back to us.
- 10 - 20 Days Later
 - The presorted orders with itemized packing slip
 - Participant prizes. (Including Gift Cards)
 - We will collect a cashiers check for the invoiced amount.
- We guarantee accuracy, as well as customer satisfaction.
 - If any of your customers are unhappy with any of our products they are allowed to contact us directly and we will correct the problem.
- Back Ordered Items
 - Although backordered items are far are few between, there are times that a particular warmer may be temporarily out of stock due to high demand.
 - We take care of the customer directly when this happens. Each customer will receive a back ordered letter explaining the situation and offering them 3 options.
 - Wait until their original warmer is available, and we will ship it directly to them plus a free tart of their choice.
 - Choose a replacement warmer, and we will ship it directly to them plus a free tart of their choice.
 - Full Refund of Purchase Price. (This option does not affect your profits, Scents Of Soy covers 100% of the refund.

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How Much Can I Make?

Profit		Bonus
<p>50% of Candles, Tarts, Tea Lights, Scent Stars, and Warmers</p>	Plus!	<p>Sell 100 items = \$100 Sell 50 items = \$50 Sell 25 items = \$25 (Gift Card to the participants favorite Store)</p> <p>Sell 10 items = \$5 (Gift Card to Starbucks/Sonic)</p>

Examples of Previous Programs

# Of Participants	Average Order	Possible Profit
36	\$162	\$2,916
75	\$120	\$4,500
117	\$103	6,025
250	\$99	\$12,375
366	\$92	16,826
528	\$81	\$21,384

(Examples Based on 50% Profit)

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Our Products

Electric Candle/ Tart/ Plugin Warmers --\$25 - \$35

- 110v electric warmers
- on/off control switch
- made with ceramic or tin
- will work with other warmer brand products
- replacement bulbs available at most stores



Scent Stars (Car Air Fresheners) -- \$5

- 30 days of long lasting scent (approx)
- double scented
- toxin free



9 Count Scented Soy Tea Lights -- \$10

- 2 -3 hrs of burn time each
- double scented
- toxin free
- 100% soybean wax
- engineered to eliminate black smoke



4 oz Scented Soy Melting Tarts -- \$5.50

- 216 total hours of melting time (approx)
- double Scented
- Toxin Free
- 100% Soybean Wax
- will work with other brand products



13 oz Scented Soy Candles -- \$15

- 65 hours of burn time (approx)
- engineered to eliminate black smoke
- 100% soybean wax
- 100% cotton wicks



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Testimonials:

I LOVE your scents. I bought them through a fundraiser and was super impressed with how much longer the scents last than the other brands! As soon as I get paid in August, I plan to order a starter kit so that I can order products for my family and friends! Thanks again, and I look forward to getting my Lemon Lavender soon! Lacy - Axtell, Tx

This was my first time to do a Scents Of Soy fundraiser; I was referred to them by one of my co-workers who held a fundraiser with them a few weeks earlier. The process was extremely easy, and they completely catered the program to our school. Our cut was over \$7600 within a two-week period. I would totally recommend Scents of Soy for your next fundraiser. Ginger - Houston, Tx

I had a difficult time finding a fundraiser that would cater to my small daycare. I called to start the process and it was very easy on my part. I only have 30 kids in my daycare and I offered a free week of childcare for the most sales. Overall I surpassed my goal and earned \$2250. Not only was I able to get new playground equipment but also had money left over to buy a few extra things I needed around the center. I would definitely recommend a Scents Of Soy fundraiser. Kellie – Atascocita, Tx

Very nice people, they came out to my school, and gave our 6th graders a fundraiser pep-rally. Ben and Terra brought out all the fundraising packets with samples and went over the rules and prizes with my kids. They helped pass out all the supplies, and answered any questions my 6th graders had (which was a lot!). They delivered the orders on time as promised and all of the orders were accurate. We raised more money than we expected. Thank you Scents of Soy for a great fundraiser can't wait until fall for our next event. Mark – The Woodlands, Tx

I have been in charge of our dance classes annual fundraiser for 8 years, I have done it all from cookie dough, to candles, to coupon books. I was truly amazed of the quality of the tart warmers, candles, and tarts. For the price for each candle and tart warmer I was expecting much less. Very Happy with the product, and it was delivered to us within a week. Yea! Brittany N. - Baytown, Tx

I met the Scents Of Soy team at a local farmer's market and I'm glad I did. They told me about their fundraising program and I was able to start that next week. They were able to customize a special named candle for our soccer team and it was a hit! We raised more money with this fundraiser than any other I have done. Candles are very popular and sold themselves. Ellie – Kingwood TX