



## Red & Yellow's Fundraising Solutions

### Get ready to sell!

Selling candy through Red & Yellow's Fundraising Solutions isn't just profitable — it will be FUN, too. And if you do it right, you could wind up feeling pretty good about yourself. Here are some expert tips to help you sell like a pro:

- ★ **Be Polite.** If someone says "no," don't keep pushing. Just thank them and move on--you'll feel better, and you'll be able to move on to someone who does want to buy.
- ★ **Be Positive.** Smile! Be proud of what you're selling and why you're selling it. If the customer sees that you believe in the product, he or she is more likely to buy it!
- ★ **Look Like a Pro.** You don't have to put on a suit and tie, but clean clothes and a good appearance will help you sell more candy. If you can, wear a uniform or a T-shirt with your school, team, or organization logo.
- ★ **Say, "Thank You."** When someone buys from you, be sure to thank him or her for helping you meet your goal. When they don't buy, be sure to thank them for their time.

### **REMEMBER — Safety is always key to a successful sale!**

1. **Never Sell by Yourself.** This is the most important fundraising safety rule. Always sell with a parent, or with a group of your friends.
2. **Stay Close to Home.** Don't sell door-to-door. Focus on family, friends and neighbors — you'll be safer, and you'll sell more candy, too!
3. **Get Your Parents Working for You.** Ask them to sell at their offices and to their friends!