

# Distributor Newsletter

## Who Buys from ABC Fundraising?

When you think of the various groups you can approach with the Scratch and Help fundraiser, your first thought might be of a school. But, have you thought of the potential within one school alone?

Each school has a plethora of clubs, teams, and needs that ABC fundraising would be perfect for. Don't just focus on approaching the coaches, but also the presidents of clubs, etc.

Then take into account all the different kinds of schools: elementary, junior high, high school, private and charter schools, and daycare centers and kindergartens. There are a lot of different groups within each school to contact.

However, don't set your limits to schools. There are hundreds and thousands of organizations that are in need of fundraising help. Here is a list of basic organizations that you can contact.

### Schools

This includes groups such as Choral Groups, Yearbook, Drill Teams, Bands, Cheerleading, Trips, Clubs, PTO, Drama, Proms, Honor Clubs, Foreign Language Clubs. And sports teams such as your usual Football, Baseball, Softball, and Basketball. Also look at Swimming, Track and Field, Golf, Wrestling, and Lacrosse teams.

### Churches

Building Funds, Choirs, Youth Ministries, Mission Trips, even Ushers.



### Independent Sports Teams

There are thousands of sports teams that are not associated with a school. These include Baseball, Soccer, Basketball, Softball, Volleyball, Swim, Wrestling, Waterski, Track, Golf, and Football teams.

### Colleges & Universities

Don't rule out colleges! Scratch and Help fundraising is easy for Sororities, Fraternities, Cheerleading Squads, Dance Teams, and other Sport Groups. Clubs such as Math, Multicultural, History, Technology, Law Societies, and Radio and Television Broadcasting Clubs.

### Scouting

Boy Scouts, Girl Scouts, Cub Scouts, Brownies, and Explorers. These groups are always looking for money to raise for camping trips, administration needs, and volunteer work.

### Non-Profit Organizations

Even big names such as United Way, Relay for Life, American Cancer Society can benefit from Scratch and Help fundraising. And don't forget all the Local Recreation Centers, Community Centers, Boys and Girls Clubs, Animal Shelter & Rights Centers which could use a great fundraiser.

### Other Organizations

Have you ever thought of a Police Academy, or Head Start. Maybe groups such as Booster Clubs, Martial Arts Studios, American Legion, Independent Cheerleading Teams, Children's Hospitals, Bowl-a-thons, Civic Associations, 4-H Clubs, and thousands of different Foundations.

### Family and Friends

Fundraising groups don't even have to be well organized. Many families have used the Scratch and Help fundraiser to raise money for family reunions. Small groups of people have gathered together and used ABC Fundraising's Scratch and Help to raise money for helping local individuals such as an elderly person fix their home or friends who have cancer. The possibilities are endless.

Each of these kinds of organizations have all ordered through distributors like you. Take the initiative and call up the head of these organizations and make a difference. Keep in mind that these are excellent resources for summer fundraising.

## MEET WANDA



Wanda Johnson was one of the first distributors to join ABC Fundraising, just over 2 years ago.

Wanda works full-time for the U.S. Government and part-time for ABC Fundraising. Her best order was with a private school, where the school initially purchased 500 of the Scratch and Help booklets and then one week later purchased another 500 booklets. Wanda continues to submit orders on a regular basis while heavily involved in her community. Her involvement includes working with the school band, community service projects, including feeding the hungry, teaching Sunday school in her church,

supporting the ROTC and serving as president of her homeowners association. Truly one busy lady!

Wanda loves working with ABC Fundraising because she can work at her own convenience. She says, "I just love doing it and I know it works!" She knows it works, in part, because she has successfully completed three Scratch and Help fundraisers herself. Wanda prefers to work with schools because they have so many different needs. She is now planning to work more with churches.

What is in Wanda's future? She plans to continue working with ABC Fundraising for the next five years until she retires and then possibly work with ABC full-time. Wanda's is currently working on an order for 300 booklets. Great job Wanda!

Since 1993 ABC Fundraising Has Been America's #1 Fundraiser

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