

SaveAround® SPRINT

A 60 Minute Fundraiser with the Nation's Premier Coupon Book & Mobile Savings App!

Raise **thousands of dollars** for your group in **60 minutes or less!**

Here's how it works...

- 1 Schedule your 60 minute **SaveAround® Sprint** on a day and time that is most convenient for your group.
- 2 A few days before your **Sprint** begins, have your group members fill out their Family & Friends List.
- 3 Your **SaveAround®** rep will run your **Sprint** from start to finish with prizes for your group members.
- 4 After your **Sprint** ends, **SaveAround®** will fulfill all coupon book orders. It's that simple!



Possible Profit Chart*

Sellers	Sells	Profit
15	10 Books	\$1,875
25	10 Books	\$3,125
50	10 Books	\$6,250
100	10 Books	\$12,500
200	10 Books	\$25,000

* Based on a \$25 retail price at 50% profit level.

“We raised \$3,200 in 60 minutes!”

What is a Sprint Sale?

A group works together to do their fundraising in only 60 minutes!

Who runs a Sprint Sale?

Small, motivated groups (like sports teams, marching band, etc) are prime candidates for the 1 Hour Sprint Sale

How does it work?

- Choose the date and time for the sprint, when the group can gather together
- 1 week before:
 - have members fill out their Friends and Family List
 - Coordinate with leader to have a call script/template ready
- On the day of the Sprint, members gather to call/text friends and family to place orders
- After the Sprint is over, distribute coupon books for drop off to supporters

TESTIMONIALS

I run Sprint Sales ALL the time. Sports teams work best since they can meet after school. Also, I tell the sponsor the 1 hour sale is just the Kickoff, but they have 1 week to sell. I keep it short so there is no procrastination on the kids part. I also prepare a phone script for the kids. They need something to say to their supporters.
– IC, Huntsville, AL

*Sprint Fundraisers are so fun!
The kids are great
and they LOVE the competition!*
– IC, Knoxville, TN

*Quick sale & results. Quick
money in the bank.
It's a win-win for everyone involved.*
– IC, Lehigh Valley, PA

Not only are we helping the team raise money, we are also teaching the kids communication skills and goal setting by getting a good list of contacts and understanding how many items we need to sell.
– IC, Atlanta, GA

Keep it short and sweet. Keep track of the mini teams during the sale and watch the competition build and grow. It's fun to watch especially when the coach throws in various incentives during the sale. Athletes love to win, even in fundraising.
– IC, Burlington, VT

TIPS for a Successful Sprint!



GiveAround
SPRINT

Group/Team Name
Family & Friends List
Complete and bring to your Sprint

Family (parents, grandparents, aunts, uncles, cousins, siblings, etc.)

1	Name:	Phone:
2	Name:	Phone:
3	Name:	Phone:
4	Name:	Phone:
5	Name:	Phone:
6	Name:	Phone:
7	Name:	Phone:
8	Name:	Phone:
9	Name:	Phone:
10	Name:	Phone:

Friends (family friends, co-workers, neighbors, etc.)

1	Name:	Phone:
2	Name:	Phone:
3	Name:	Phone:
4	Name:	Phone:
5	Name:	Phone:
6	Name:	Phone:
7	Name:	Phone:
8	Name:	Phone:
9	Name:	Phone:
10	Name:	Phone:

See reverse side for more information
about how to sell books!



Friends and Family List/Prospect List

This list is VITAL to a great Sprint fundraiser!

Have the coach/leader distribute the lists and team member get at least 25 names/numbers of adults who love and like them. Pass the list out and have it back in coach's hands the week before the kickoff. We want the coach and the kids to be prepared.

Be sure to follow up with the coach on this step.

Teams and Prizes

Divide the group into teams, and make the sale a competition.

Keep score as you sell - Anytime a player gets a commitment - they get a tally mark by their name. Everyone at the end of the 1 hour sale sees what each team has accomplished and what they need to do to reach their final goal. Make sure to stress the connection between # of items sold v money raised - coordinate with the leader early to determine how many items must sell to reach the goal amount of money raised.

Some ideas for how to choose teams:

Class - seniors, juniors, sophomores, freshmen

Band - woodwinds, percussion, brass, guard

Football - offense, defense, or other positions

to even out the team

Baseball/Softball - infield, outfield

Basketball - starters vs everyone else

Soccer - Varsity, JV-A, JV-B

ROTC - officers (upperclassmen)

vs. non-officers (lower classmen)



Prize ideas For A Motivation Mindset

Use prizes at different stages during the actual sale (kickoff)

Below are different ideas reps/leaders have used to keep sellers motivated during a sprint!

I offer immediate rewards / prizes at these levels. Sell 2, sell 6, sell 10, sell 15, sell 25.

The higher the level the better the prize. Recently we had an overall team goal where the coach would run sprints if the team hit the 250 team goal. When the team sold 280, guess who ran sprints at the next practice? The players loved watching the coach run!

I use prizes at different stages during the actual sale (kickoff):

Sell 1 - candy - I provide

Sell 5 - drinks - Coach provides

Sell 10 - pizza or cupcakes - Coach provides

Sell 15 - I usually do a small prize like a phone cord. Something fun the kids will like.

Team Prize - Plans conditioning or plans practice for the losing teams. The team prize is NOT just for the kickoff. The kids know they have to continue selling to see where their team ends.

If you stop the competition at the end of the one hour sale, then they will stop selling. We want them to continue selling until the end.

Super Simple. Every 5 books sold, choice of a food prize. Bonus food prize choice if the player hits 15 during the call event. Top seller gets a 1 lb chocolate bar.

I bring little keychain collectibles to my Sprint Sales that a lot of reps now use, mostly as elementary prizes. Well, high school girls LOVE these. It's crazy! Plus it's like a \$0.40 prize so it's super cheap.

I offer the usual food prizes, chocolate bars, popcorn, etc. I may also bring old extra prizes I have on hand (charger cords, roboclips, etc.) Sometimes I throw in a 1 lb chocolate bar to the top seller. What the coach does though is pretty cool. He has a prize for the top 3 sellers. They all shoot 10 foul shots to win cash! Coach lays the actual bills on the foul line. Each shot the player makes, he picks up a bill. He said the kids get pretty intense about this.

3rd place - coach uses (10) \$5 bills

2nd place - coach uses (10) \$10 bills

1st place - coach uses (10) \$20 bills



WRAPPING UP

End the sale after 1 hour, or keep going for additional success!

Books are handed out at the end of the event. You can keep the sale open for a full week after the sprint - this gives supporters a chance to return the call/text if they were not available during the sprint.

If a player did not get to the goal, the coach will give him a few extra books to sell over the weekend. For example, if the goal is 15 per player, and a player sold 13 books, he would be asked to just sell 2 more. If a player sold 7 books, the coach might ask him to sell 3 more. Extra books handed out are mostly based off of the player and what the coach feels he might be able to sell.



TAKING ORDERS FOR LOCAL BOOKS

Hi! I am raising money for my _____. For only 1 hour, I am selling SaveAround® Coupon Books for our area that include 12-months of FREE access to the coupon app! The app has thousands of additional coupons for saving on the go locally and across the country! The books are \$25 each with the App included! You will easily save more than the cost using just a few coupons.

How would you like to pay...with cash/check or credit card?

- You can give me cash or check and I will deliver the books to you.
- You can pay with a credit card by clicking on our link SAPayNow.com/XXXX. Enter my name in the “Seller” field. I will deliver the books to you if you choose delivery option “This Book/Seller will deliver at end of sale.”

Thank you so much for supporting me!

Please also share our team’s SAPayNow.com/XXXX link with anyone else you think may want a local book too!

OUT OF TOWN FAMILY & FRIENDS BOOK ORDERS

*Note: All out-of-town editions must be purchased online.

Hi! I am raising money for my _____. For only 1 hour, I am selling SaveAround® Coupon Books for our area that include 12-months of FREE access to the coupon app! The app has thousands of additional coupons for saving on the go locally and across the country! The books are \$25 each with the App included! You will easily save more than the cost using just a few coupons.

Click on this link SAPayNow.com/XXXX, enter my name in the “Seller” field and choose the delivery option “ship this book to me” to order. Books are shipped directly to you from SaveAround® Shipping is FREE! Please let me know if you purchase and thank you for supporting me!

SOCIAL MEDIA/TEXT

Hi! I’m selling SaveAround® Coupon Books with an App included for my _____ team for 1 hour only. You will easily save way more than the cost.

Order online with a card through our link SAPayNow.com/XXXX. Please enter my name in the Seller field. Choose “This Book/Seller will deliver at end of sale.” and I will deliver books to you. Or choose “ship this book to me” and books will be shipped directly to you...shipping is FREE! Please let me know if you purchase and thank you for supporting me!

Please also share our team’s SAPayNow.com/XXXX link with anyone else you think may want a book too!