



MERCHANT WISH LIST

Thank you for choosing the Value Card Fundraiser. Please read the attached Sales Success Guide for best sales results. Below is the key information we need to get started on your important program.

1. **COMPLETED PROGRAM CONTRACT**
2. **SAMPLE ARTWORK (LOGO & COLORS)**
3. **COMPLETED MERCHANT WISH LIST**

Please make at least (60) merchant selections. We will secure discounts only with merchants from your selections, so please choose only merchants you truly want on your card. Don't forget to write in your local favorites! We can make no guarantees with respect to specific merchant participation or the specific discounts. **All individuals approving the final card proof should be involved in the merchant selection process.** This will help to ensure everyone supports the card they helped to build.

FRIEND AND FAMILY MERCHANTS

Many times your own group members will know of friend and family owned businesses that would benefit from being featured on your card. Please list friend and family owned businesses below and **be sure to include contact names so we know whom to speak with.**

Merchant / Store Name

Contact Name

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

YOUR SCHOOL

Please choose any school discounts that will appeal to fellow students. Please list contact names for each department and we will contact your school to arrange potential discounts.

- School Store
- School Cafeteria
- School Sporting Events

Contact Name _____

Contact Name _____

Contact Name _____

MERCHANT WISH LIST

BURGERS

- | | |
|--|---|
| <input type="checkbox"/> Backyard Burgers | <input type="checkbox"/> Burger King |
| <input type="checkbox"/> Carl's Jr. | <input type="checkbox"/> Checker's Drive-In |
| <input type="checkbox"/> Cheeburger Cheeburger | <input type="checkbox"/> Culver's |
| <input type="checkbox"/> Eat N Park | <input type="checkbox"/> Fuddrucker's |
| <input type="checkbox"/> The Ground Round | <input type="checkbox"/> Hardee's |
| <input type="checkbox"/> In-N-Out Burgers | <input type="checkbox"/> Jack In the Box |
| <input type="checkbox"/> Johnny Rockets | <input type="checkbox"/> Krystal |
| <input type="checkbox"/> McDonald's | <input type="checkbox"/> Rally's Hamburgers |
| <input type="checkbox"/> Sonic Drive-Ins | <input type="checkbox"/> Wendy's |
| <input type="checkbox"/> Whataburger | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

CASUAL DINING

- | | |
|---|--|
| <input type="checkbox"/> Applebees | <input type="checkbox"/> Baker Square |
| <input type="checkbox"/> Barnhills | <input type="checkbox"/> Big Boy |
| <input type="checkbox"/> Bob Evans Restaurant | <input type="checkbox"/> Bonanza |
| <input type="checkbox"/> Buffalo Wild Wings | <input type="checkbox"/> Chi Chi's |
| <input type="checkbox"/> Coco's | <input type="checkbox"/> Country Kitchen |
| <input type="checkbox"/> Denny's | <input type="checkbox"/> Don Pablo's |
| <input type="checkbox"/> Fazoli's | <input type="checkbox"/> Forrs Family Dining |
| <input type="checkbox"/> Friendly's | <input type="checkbox"/> Golden Corral |
| <input type="checkbox"/> Hometown Buffet | <input type="checkbox"/> Huddle House |
| <input type="checkbox"/> IHOP | <input type="checkbox"/> J. Alexander's |
| <input type="checkbox"/> Luby's | <input type="checkbox"/> Macaroni Grill |
| <input type="checkbox"/> Marie Calendar's | <input type="checkbox"/> Mayberry Restaurant |
| <input type="checkbox"/> Old Country Buffet | <input type="checkbox"/> Pargo's |
| <input type="checkbox"/> Perkins Family Restaurants | <input type="checkbox"/> Piccadilly Cafeterias |
| <input type="checkbox"/> Po Folks | <input type="checkbox"/> Ponderosa |
| <input type="checkbox"/> Quincy's | <input type="checkbox"/> Shoney's |
| <input type="checkbox"/> Sizzler | <input type="checkbox"/> Skyline Chile |
| <input type="checkbox"/> Steak-N-Shake | <input type="checkbox"/> Texas Roadhouse |
| <input type="checkbox"/> Village Inn | <input type="checkbox"/> Waffle House |
| <input type="checkbox"/> Western Sizzlin | <input type="checkbox"/> Zoopa |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

SWEETS & SNACKS

- | | |
|--|--|
| <input type="checkbox"/> Auntie Anne's Soft Pretzels | <input type="checkbox"/> Baskin-Robbins |
| <input type="checkbox"/> Ben & Jerry's | <input type="checkbox"/> Boardwalk Fries |
| <input type="checkbox"/> Braum's Ice Cream | <input type="checkbox"/> Carvel Ice Cream Bakery |
| <input type="checkbox"/> Cinnabon Cinnamon Rolls | <input type="checkbox"/> Dairy Queen |
| <input type="checkbox"/> Freshens Premium Yogurt | <input type="checkbox"/> Dunkin Donuts |
| <input type="checkbox"/> Great American Cookie Co. | <input type="checkbox"/> Hagen-Dazs Ice Cream |
| <input type="checkbox"/> Honey Dew Donuts | <input type="checkbox"/> I Can't Believe it's Yogurt |
| <input type="checkbox"/> Rita's Italian Ice | <input type="checkbox"/> Mrs. Field's Cookies |
| <input type="checkbox"/> Orange Julius | <input type="checkbox"/> Pretzel Time |
| <input type="checkbox"/> Cold Stone Creamery | <input type="checkbox"/> Swensen's Ice Cream |
| <input type="checkbox"/> Tastee-Freez | <input type="checkbox"/> TCBY |
| <input type="checkbox"/> The Original Cookie Co. | <input type="checkbox"/> Tim Horton's |
| <input type="checkbox"/> Winchell's Donut House | <input type="checkbox"/> Coffee Beanery |
| <input type="checkbox"/> Corner Stone Bakery | <input type="checkbox"/> Daylight Donuts |
| <input type="checkbox"/> TJ Cinnamon's | <input type="checkbox"/> Jamba Juice |
| <input type="checkbox"/> Maggie Moo's | <input type="checkbox"/> Marble Slab |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

SUBS & SANDWICHES

- | | |
|---|--|
| <input type="checkbox"/> A&W Restaurants | <input type="checkbox"/> Arby's |
| <input type="checkbox"/> Atlanta Bread Co. | <input type="checkbox"/> Au Bon Pain |
| <input type="checkbox"/> Blimpie Subs & Soda | <input type="checkbox"/> Bruegger's Bagel Bakery |
| <input type="checkbox"/> Chesapeake Bagel Bakery | <input type="checkbox"/> Cousins Submarines |
| <input type="checkbox"/> D'Angelo Sandwich Shops | <input type="checkbox"/> Einstein Bros. Bagels |
| <input type="checkbox"/> The Great Steak & Potato | <input type="checkbox"/> Great Harvest Bread Co. |
| <input type="checkbox"/> Jason's Deli | <input type="checkbox"/> Jersey Mike's |
| <input type="checkbox"/> Jreck Subs | <input type="checkbox"/> Manhattan Bagel |
| <input type="checkbox"/> Miami Subs Grill | <input type="checkbox"/> Nathan's Famous |
| <input type="checkbox"/> Penn Station East Coast | <input type="checkbox"/> Panera Bread |
| <input type="checkbox"/> Philly Connection | <input type="checkbox"/> Quizno's |
| <input type="checkbox"/> Roy Rogers | <input type="checkbox"/> Roly Poly |
| <input type="checkbox"/> Subway | <input type="checkbox"/> Steak Escape |
| <input type="checkbox"/> Schlotzsky's Deli | <input type="checkbox"/> Souper Salad |
| <input type="checkbox"/> Togo's Eatery | <input type="checkbox"/> Wienerschnitzel |
| <input type="checkbox"/> Tubby's | <input type="checkbox"/> Bagel Time |
| <input type="checkbox"/> Potbelly's | <input type="checkbox"/> Mimi's Cafe |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

PIZZA & ITALIAN

- | | |
|--|---|
| <input type="checkbox"/> Chuck E Cheese | <input type="checkbox"/> Cottage Inn |
| <input type="checkbox"/> Domino's Pizza | <input type="checkbox"/> Donato's |
| <input type="checkbox"/> Fox's Pizza Den | <input type="checkbox"/> Godfather's Pizza |
| <input type="checkbox"/> Hungry Howie's Pizza | <input type="checkbox"/> Little Ceasar's |
| <input type="checkbox"/> Mazzio's Pizza | <input type="checkbox"/> Mr. Gotti's |
| <input type="checkbox"/> Noble Roman's | <input type="checkbox"/> Papa Gino's |
| <input type="checkbox"/> Papa John's | <input type="checkbox"/> Peter Piper Pizza |
| <input type="checkbox"/> Piccadilly Circus Pizza | <input type="checkbox"/> Pizza Hut |
| <input type="checkbox"/> Pizza Inn | <input type="checkbox"/> Round Table Pizza |
| <input type="checkbox"/> Sbarro | <input type="checkbox"/> California Pizza Kitchen |
| <input type="checkbox"/> Pizza Chalet | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

MEXICAN

- | | |
|--|-------------------------------------|
| <input type="checkbox"/> Del Taco | <input type="checkbox"/> Taco Bell |
| <input type="checkbox"/> Taco John's | <input type="checkbox"/> Taco Time |
| <input type="checkbox"/> The Green Burrito | <input type="checkbox"/> Baja Fresh |
| <input type="checkbox"/> El Ranchito | <input type="checkbox"/> Chipotle |
| <input type="checkbox"/> Qdoba | <input type="checkbox"/> Rubio's |
| <input type="checkbox"/> On The Border | <input type="checkbox"/> Mex Grill |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

SEAFOOD

- | | |
|--|---|
| <input type="checkbox"/> Arthur Treacher's | <input type="checkbox"/> Long John Silver's |
| <input type="checkbox"/> Captain D's | <input type="checkbox"/> Joe's Crab Shack |
| <input type="checkbox"/> Legal Sea Foods | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

Don't Forget Your Local Favorites!!

MERCHANT WISH LIST

CHICKEN

- | | |
|---|---|
| <input type="checkbox"/> Bojangle's | <input type="checkbox"/> Boston Market |
| <input type="checkbox"/> Chick-Fil-A | <input type="checkbox"/> Church's Chicken |
| <input type="checkbox"/> Chicken Shack | <input type="checkbox"/> El Pollo Loco |
| <input type="checkbox"/> Grandy's | <input type="checkbox"/> KFC |
| <input type="checkbox"/> Mr. Winner's | <input type="checkbox"/> Popeye's |
| <input type="checkbox"/> Lee's Famous Chicken | <input type="checkbox"/> Flamer's |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

FAMILY & ENTERTAINMENT

- | | |
|---|---|
| <input type="checkbox"/> Arcade Games | <input type="checkbox"/> AMF Bowling Center |
| <input type="checkbox"/> Comedy Club | <input type="checkbox"/> Batting Cages |
| <input type="checkbox"/> Golf | <input type="checkbox"/> Ice-Skating |
| <input type="checkbox"/> Laser Tag | <input type="checkbox"/> Putt-Putt Golf & Games |
| <input type="checkbox"/> Paint Ball | <input type="checkbox"/> Theme Parks |
| <input type="checkbox"/> Roller Skating | <input type="checkbox"/> Skiing |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

MOVIE RENTALS (please choose only 2)

- | | |
|--|----------------------------------|
| <input type="checkbox"/> Video Express | <input type="checkbox"/> Video 1 |
| <input type="checkbox"/> Family Video | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

FLOWERS & GIFTS (please choose only 2)

- | | |
|--------------------------------------|-----------------------------------|
| <input type="checkbox"/> Flowers USA | <input type="checkbox"/> HallMark |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

HAIR CARE (please choose only 2)

- | | |
|--------------------------------------|--|
| <input type="checkbox"/> BoRic's | <input type="checkbox"/> Fantastic Sam's |
| <input type="checkbox"/> Great Clips | <input type="checkbox"/> Super Cuts |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

CONVENIENCE STORES (please choose only 2)

- | | |
|---|------------------------------------|
| <input type="checkbox"/> Casey's General Store | <input type="checkbox"/> Kwik Fill |
| <input type="checkbox"/> Mobil On The Run | <input type="checkbox"/> 7-11 |
| <input type="checkbox"/> Speedway Super America | <input type="checkbox"/> Shell |
| <input type="checkbox"/> Quick Stop | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

CAR WASH (please choose only 2)

- | | |
|-------------|-------------|
| Other _____ | Other _____ |
| Other _____ | Other _____ |

OIL CHANGE & AUTO (please choose only 2)

- | | |
|-------------|-------------|
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

HEALTH (please choose only 2)

- | | |
|-------------------------------------|---|
| <input type="checkbox"/> Bally's | <input type="checkbox"/> Curves for Women |
| <input type="checkbox"/> Gold's Gym | <input type="checkbox"/> GNC |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

DRY CLEANING (please choose only 2)

- | | |
|---|--|
| <input type="checkbox"/> A Cleaner World | <input type="checkbox"/> Dry Clean USA |
| <input type="checkbox"/> One Hour Martinizing | |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

TANNING (please choose only 2)

- | | |
|-------------|-------------|
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

SERVICES (please choose only 2)

- | | |
|---|--|
| <input type="checkbox"/> Fed Ex Kinko's | <input type="checkbox"/> Mail Boxes Etc. |
| <input type="checkbox"/> MotoPhoto | |
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

MISCELLANEOUS

- | | |
|-------------|-------------|
| Other _____ | Other _____ |
| Other _____ | Other _____ |
| Other _____ | Other _____ |

**Please provide
AT LEAST
60 selections**

KEEP THIS COPY FOR YOUR SALE

SET UP TABLES

Setting up tables at major school events, lunchtime and at the beginning of school, are all great ways to sell Value Cards. You can also set up tables at your local supermarket, Wal Mart, Mall or any other high traffic area. Be sure to get permission before doing any solicitation outside of school.

ANNOUNCEMENTS

For in-school sales to other students, take advantage of your school PA announcements, homeroom announcements, and meeting and assembly announcements. Announcements are great for letting students know when and where cards can be purchased and promoting the popular merchants and discounts on your card.

WEBSITE / E-MAIL & LOCAL CABLE & SCHOOL TV STATIONS

Many schools have their own dedicated school or community cable station, web page or parent & student e-mail network. Most of these will run your sale advertisement at no cost as their way of helping with the sale. To peak interest for your card, advertisements should mention popular merchants/discounts, potential savings, plus where and when cards will be sold.

NEWSLETTERS & NEWSPAPERS

Check with your school and local newspaper for printing deadlines. Most will print your ad announcing your sale, at no cost as their way of helping to support your sale. Your ad should mention popular merchants and discounts, potential savings, plus where and when cards can be purchased.

FREE PRIZE PROGRAMS (Very effective for motivating sellers)

Order-Taker Sale:

- Sellers receive 1 FREE card for selling their first 3 cards
- Supporters who buy 2 cards get 1 card FREE

Card In-Hand Sale:

- Sellers receive 1 FREE card for selling their first 3 cards

ADDITIONAL PRIZE PROGRAMS

In addition to the above free prize programs; we strongly recommend also using a portion of your profits to structure similar programs as suggested below:

- Cash awards for first day and end of program highest sales
- Cash drawing for first day sales - Earn one pull for every (5) cards sold
- Pizza Party Award if group sales reaches sales goal
- Top selling classroom(s) wins pizza lunch, popcorn/movie, classroom games, etc.
- Additional Drawings – for Savings Bond, Play Station II, Cash or Weekend trip for family
- Treasure Chest – filled with small prizes – sell x-number of cards and receive a prize
- If school reaches goal: Have a magic show or some other special event
- Money envelopes (filled with \$1's & a few \$5, \$10, \$20) students selling x-amount may select an envelope

SIMPLE SALES PITCH

The following sales pitch makes selling Value Cards Easy & Effortless. Make copies and hand one out to every seller.

- Hi, my name is (your name here) and I'm from (group).
- We're raising money for (reason) by selling Value Cards that cost only \$10 or \$12
- Cards offers great savings at: (name popular merchants on card)
- With only a few uses you save more than your donation
- Could you help us out today by purchasing a Value Card.
- Always say THANK YOU (either for their time or their support)