

So how does this Scrip program work exactly?

Thank you for asking! I am very excited about this fundraiser and I believe it has great earning potential. It really is a wonderful program and you are not buying anything that you wouldn't normally purchase.

Essentially, there are 90+ merchants who will sell gift certificates (Scrip) to our school at a discount that can range anywhere from 1% - 20% depending on the company. Through our school, you would purchase the certificates at full face value and redeem them for full face value. The discount would be returned to our school. So, let's imagine that you purchase \$100 in certificates and the discount rate is 5% - \$5.00 would go to our school. Your certificates are still worth \$100 and it only costs you \$100 and our school earned \$5.00 for the discount.

There is no catch! You spent \$100 and you received \$100 in certificates.

Let's say, for instance, each month you have approximately the following expenditures.

Groceries	\$300
Clothing	50
Gas	100
Dining out	<u>50</u>

That comes to approximately $\$500/\text{month} \times 12 \text{ months} = \$6,000/\text{year}$

Using this figure of \$6,000 and the average discount of 5%, our school would receive about \$300/year based on your purchases. The best part is you didn't buy anything that you wouldn't normally purchase. You didn't have to sell anything or deliver it. You just went about your normal shopping.

I think these are very conservative numbers in that there is no allowance for home maintenance, car maintenance, entertainment, or gifts for holidays and celebrations.

If there has to be a catch, this is it - planning. I know some of us are better at it than others. There will be an approximate lead-time of one week from the time you place your certificate order until you receive it. However, if you remember these cards don't expire for at least a year and you know that you are going to eat and drive with some degree of regularity, this part is easy to plan.

Please also remember that these cards are honored NATIONWIDE. Keep in mind all those holidays, birthdays etc. A gift certificate is the one gift you want to be returned because you know the recipient will get what they want. These are the perfect gifts without the hassle of shopping and shipping. You can squirrel these away for those unexpected events. Why not start collecting certificates for the holidays? Yes, *Toys 'R Us* and *KB Toys* are on this list. So are *Radio Shack*, *Bath & Body Works*, *Pier 1 Imports* and *TJ Max*.

As you can see by the extensive Merchants List (there are nearly 100) these are places you go every day. We all grab a quick bite at *Wendy's* or *Burger King*. We all buy gas from *Citgo* or *Exxon*. How many trips did you make last month to *Home Depot* or *Lowe's*? Last weekend, did you rent a movie from *Blockbuster* and have *Domino's* or *Pizza Hut* deliver? On your way to the *United Artists* theater did you stop for dinner at *Carrabba's* or *Cracker Barrel*? Did you grab a bucket of *Kentucky Fried Chicken* to take to the beach or did you treat yourself to dinner at *Outback*.

Where did you do your back-to-school clothes shopping, *JC Penney's*, *Children's Place* or *Ross*? Do you get your office supplies from *Office Max* or *Staples*? Did you get those new shoes from *Payless Shoes* or *Foot Locker*? Where did that computer equipment come from, *Circuit City* or *Best Buy*? All those great books you read over the summer, did you pick those up on the discount shelves at *Barnes & Noble* or *Waldens*? Did you pick up a *Honeybaked Ham* for your Easter dinner? What's your favorite after school treat, *TCBY* or *Baskin Robbins*? Those cool summer clothes, they had to come from *Old Navy* or *Express*. Do you get your oil changed at *Jiffy Lube* or are you a do-it-yourselfer, *Pep Boys*? Do you let *Terminex* take care of your bugs or do you get your supplies at *Ace Hardware*?

You want to talk about the ultimate budgeting tool. You give your teenager a *Shell* gas card with a set limit and see if they can make it last until the end of the month. The same can apply with a *Bell South Phone Card* or *Winn Dixie* certificates for your college students.

The earning potential for this program is mind boggling. We have approximately 650 families in our school. If half of you participated in this program, using the figures above, Tomoka would earn approximately \$97,000 a year. And the amazing thing is you didn't purchase a single thing that you wouldn't ordinarily buy and you earned money for our school all in one fell swoop.

Please include yourself in the half that will participate and fill out the enclosed enrollment form and return it with your first order. A little bit of planning is all it takes to make this program work.

Thank you for your participation in making this program a success.