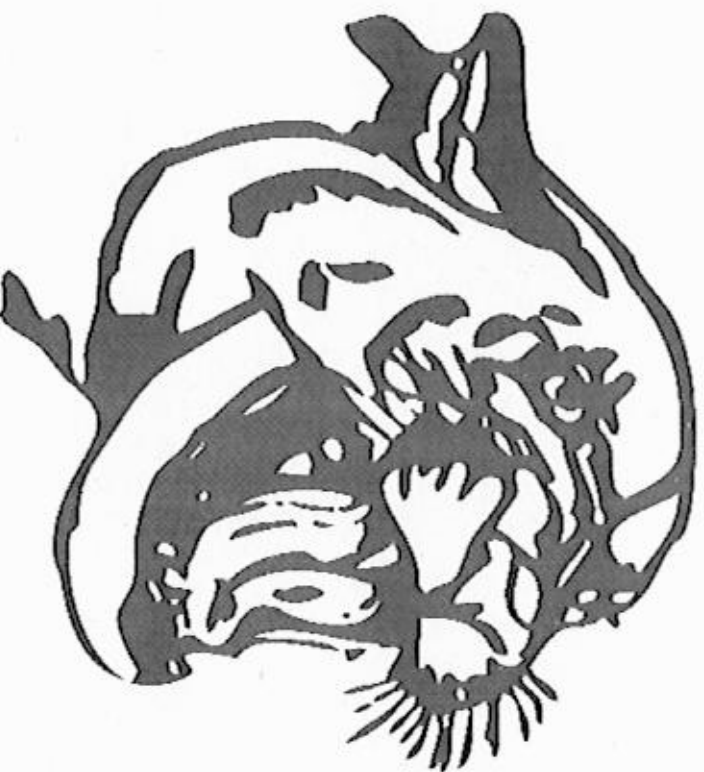
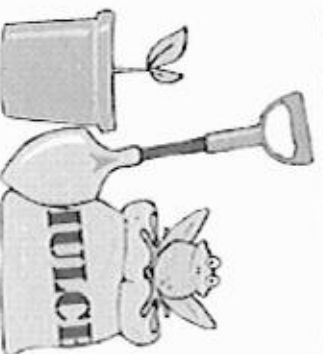


BLOOMINGTON HIGH SCHOOL SOUTH  
FOOTBALL

2023

MULCH

FUNDRAISER



P.O. Box 129  
Fisherville, KY 40023  
502-365-2850 - Office

GO PANTHERS!

# 2023 Bloomington South Football Mulch Fundraiser Keys to Success

## The Customer

The most important thing we must do during this fundraiser is to give our customers a positive experience buying mulch from us. If we do not get something right, we have to make it right. Keeping accurate numbers and being organized with your orders will be important for the success of the fundraiser. We should always be courteous to customers. Your customers have to be the most important thing. Remember: If we treat them right, they will remain customers for years to come.

## The Selling Area

In order for this fundraiser to be a success, we must do the leg work. This means that you actually have to get out and go door to door, neighborhood to neighborhood. Every house in our district must be approached and work from there. We will deliver to any Bloomington address. The worst thing we can do is leave valuable sales untouched. Your sales should start with your own family, teachers and administrators at the high school, your own neighborhoods, and finally new neighborhoods. **Remember that we will deliver for free to areas in Bloomington.**

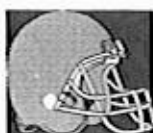
## When I Knock on the Door

There are materials that you will need to have with you. First you should be dressed in a presentable manner. You should wear Bloomington South apparel. You should have a pencil, a calculator, mulch samples, and sales sheets. It would be a good idea to put your name and number on your sales sheets prior to going door to door. When you make a sale, you must collect the money at that time. Checks are to be made to Bloomington South Football. If they tell you they don't have the money right now, ask them when they want you to come back to make a sale.

## What Do I Say

The way that you present yourself and articulate yourself is important. Remember, you represent Bloomington South Football. Speak clearly and be prepared to answer questions about the mulch. Introduce yourself. If they do not want to buy, thank them for their time and leave a sales sheet with them anyway in case they decide to buy later.

Start your lines with: **"Hello Sir or Ma'am, my name is \_\_\_\_\_ and I am a member of the Bloomington High School South Football Team. For our fundraiser this year our team is selling mulch. This year we are selling red, brown, and black mulch. The mulch comes in bags and is of a premium quality. In addition, we will be delivering the mulch for FREE and will place the mulch wherever you choose. Are you interested in purchasing mulch from us today?"**



### Steps for selling:

1. Contact customer as stated previously.
2. Fill out order form.
3. Collect the money.
4. Give the customer their copy of the order form.
5. Input the information from the sale on the website.
6. Make sure the amount of money collected matches the amount of mulch sold.
7. Turn in your slips and money.

### Helpful Information

**13.5 bags is equal to 1 yard of mulch.**

**The Black and Red are dyed, the Brown is not.**

### Player Incentives:

1. 150 bags sold – Practice Pack
  - a. Shirt
  - b. Shorts
  - c. Practice Jersey
  - d. Mouth Piece
  - e. Game Socks
  - f. Hoodie
  - g. Sweat Pants
2. 175 bags sold
  - a. Practice Pack
  - b. Ice Cream on Wednesday
3. 200 bags sold
  - a. Practice Pack
  - b. Ice Cream on Wednesday
  - c. First in line for equipment
4. 250 bags sold
  - a. Practice Pack
  - b. Ice Cream on Wednesday
  - c. First in line for equipment
  - d. 3 Helmet Stickers



# FEBRUARY 2023

2023 Bloomington South Football  
Mulch Fundraiser



Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27 START SELLING!	28 START SELLING!	1 START SELLING!	2 START SELLING!	3 START SELLING!	4 SELL! SELL! SELL!

# MARCH 2023

## 2023 Bloomington South Football Mulch Fundraiser



Sun	Mon	Tue	Wed	Thu	Fri	Sat	
26	27	28	1	2	3	4	
			8 Money Turn in: 7:30-7:45 BHSS Weight- room	9	10	11	
5	6	7					
12	13	14	15	16	17	18	
		<b>SPRING BREAK</b> SELL MULCH WHILE TEAMMATES ARE GONE!					
19	20	21	22 Money Turn in: 7:30-7:45 BHSS Weight- room	23	24	25	
26	27	28	29	30	31		

# APRIL 2023

## 2023 Bloomington South Football Mulch Fundraiser



Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	31	1
9 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	10 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	11 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	12 <b>Last Money Turn In</b> All Money and Sales Are to be turned in. All data should be entered.	13 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	14 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	15 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411
16 <b>DELIVERY DAY</b> <b>IF NEEDED</b> 7AM AT <b>STONEBELT</b>	17 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	18 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	19 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	20 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	21 If you have a truck or flatbed, please contact Coach Byers: jmbyers@mccsc.edu 765-318-2411 <b>WE NEED TRUCKS</b>	22 <b>DELIVERY DAY</b> <b>AT STONEBELT</b> 7AM <b>MANDATORY</b>
23	24	25	26	27	28	29
<b>WE WILL NEED ALL PLAYERS/FAMILY ON APRIL 23</b>						

# 2023 Football Mulch Sales Information

## Sales and Collection

1. We will again be offering red, black and brown hardwood mulch.
2. The mulch prices are as follows:  
Brown - \$5.00 (2 cu ft.)  
Black - \$5.50 (2 cu ft.)  
Red - \$5.50 (2 cu ft.)
3. We have incentive programs in place. Each player must sell at least **150** bags of mulch. Please see the Incentives Sheet
4. Our goal as a team is to sell **13,000** bags!
5. This year we are offering free delivery no matter how many bags of mulch a customer buys. We do ask that each sale be in Bloomington.
6. Checks should be made payable to **BLOOMINGTON SOUTH FOOTBALL**.
7. Mulch sales begin February 27<sup>th</sup> and will run through Wednesday, April 12<sup>th</sup>.
8. Each customer needs to have an order sheet filled out. **Fill out and tear off the top section and give to the customer** and put the bottom section into your envelope with the money. **Please write legible.** It is important that we can read the names, addresses, and number of bags. If you need more sheets, you can get those from Coach Johnson or print off the football website.
9. Orders and **MONEY** should be returned during the following times with sale slips:

::Wed., March 8, turn in Money/Sales slips between 7:30-7:50am by wt. room

::Wed., March 22, turn in Money/Sales slips between 7:30-7:50am by wt. room

::Wed., April 5, turn in Money/Sales slips between 7:30-7:50am by wt. room

::Wed., April 12, turn in Money/Sales slips between 7:30-7:50am by wt. room

**\*ALL TOTALS FROM YOUR SALES SLIPS NEED TO**

**ADD UP TO THE TOTAL AMOUNT OF MONEY YOU TURN IN**

First – Take all the lower halves of your sales slips and add them up

Second – Count all the cash and checks you have in your envelope

**IMPORTANT ALL THREE AMOUNTS SHOULD BE THE SAME**

**AMOUNT** (if not go back and find your error)



## DELIVERY DAY

April 22 (Sat.) and April 23 (Sun) (if needed)

1. Delivery will be stationed out of the parking lot of Stonebelt Trucking. We need all players and as many parents as possible to help. We also are in need of as many trucks and trailers, of any size, as possible. **THIS IS CRITICAL.**
2. If you are able to provide a truck, trailer, flatbed, or box truck please contact Justin Byers at 765-318-2411 or email at [jmbyers@mccsc.edu](mailto:jmbyers@mccsc.edu). We will need to know the size of the truck for planning purposes.
3. If you are providing a truck please be at Stonebelt by 7:00am on Sat. and Sun., April 22, 23. If you are volunteering to help, please be there by 7:00am
4. There exists the possibility of needing to start delivery Friday night April 21. We will keep you posted of this possibility.

Customer Information:

13.5 bags of mulch is 1 cubic yard.

The Black and Red are dyed, the Brown is not.







Bloomington South  
Football Mulch Sale  
**February 27-April 12**  
(Delivery is Saturday and Sunday, April 22-23)

**\*NSC - Nursery Supply Company, LLC:**

- 2 Cubic Feet Bags of Premium Brown Mulch (\$5.00 per bag)
- 2 Cubic Feet Bags of Premium Red Mulch (\$5.50 per bag)
- 2 Cubic Feet Bags of Premium Black Mulch (\$5.50 per bag)

**\*Payment is DUE at the time of the order!**

NAME OF SOUTH FB PLAYER: \_\_\_\_\_ PLAYER PHONE: \_\_\_\_\_  
 NUMBER OF 2 CU. FT. BAGS OF BROWN MULCH \_\_\_\_\_ X \$5.00 = \_\_\_\_\_  
 NUMBER OF 2 CU.FT. BAGS OF RED MULCH \_\_\_\_\_ X\$5.50 = \_\_\_\_\_  
 NUMBER OF 2 CU.FT. BAGS OF BLACK MULCH \_\_\_\_\_ X\$5.50 = \_\_\_\_\_

TOTAL PAID= \_\_\_\_\_

**\*FREE DELIVERY WILL BE ON APRIL 22 AND APRIL 23 (SATURDAY AND SUNDAY)**

*CUSTOMER COPY*

*PLAYER COPY*

**BLOOMINGTON SOUTH FOOTBALL MULCH SALE ORDER FORM**

CUSTOMER NAME: \_\_\_\_\_  
 DELIVERY ADDRESS (Must be Bloomington address): \_\_\_\_\_  
 CITY: \_\_\_\_\_  
 ZIP CODE: \_\_\_\_\_ EMAIL: \_\_\_\_\_  
 PHONE: \_\_\_\_\_ CELL (OPTIONAL): \_\_\_\_\_  
 NUMBER OF 2 CU. FT. BAGS OF BROWN MULCH \_\_\_\_\_ X (\$5.00 PER BAG): \_\_\_\_\_  
 NUMBER OF 2 CU.FT. BAGS OF RED MULCH \_\_\_\_\_ X (\$5.50 PER BAG): \_\_\_\_\_  
 NUMBER OF 2 CU.FT. BAGS OF BLACK MULCH \_\_\_\_\_ X (\$5.50 PER BAG): \_\_\_\_\_  
 CASH DONATION: \_\_\_\_\_ TOTAL (\$) AMOUNT PAID: \$ \_\_\_\_\_

**\*\*SPECIAL INSTRUCTIONS:**

NAME OF BHSS PLAYER: \_\_\_\_\_ PHONE \_\_\_\_\_  
 (Must Put Name)

