

To our Hanford High School Music Students:

August 10, 2011

Our Macy's Shop For A Cause (SFAC) Fundraiser will begin on Wednesday, August 10th and we need all ticket sales to be turned in at the August 25th Marching Band Rehearsal. Mrs. Bowman will be there at 2:45 p.m. to collect funds and any unsold tickets. Be sure your Student Name and School ID Number are filled in on the ticket envelope...because for every \$5.00 ticket you sell, those funds go directly into your HHS Student Account! Pretty cool isn't it? We have a few tips to help get you started, here we go.....

TIP #1 - Always start the selling conversation with how Shop For A Cause passes benefit the donor. Here are the main benefits to any potential donor:

- 25% off coupon that can be used all day on August 27, 2011 on most merchandise
 - One entry per pass for a \$500 gift card drawing held on August 27th. There will be one winner for every Macy's store!! (Donators can drop off their entry at the store on August 27th)
 - There will be fun and exciting entertainment in the store on August 27th, 2011
 - 100% of their \$5 donation will directly benefit your organization
- DO NOT ask a potential donor to purchase a coupon. Instead invite them to give \$5 to your organization and share with them the benefits of doing so.

TIP #2 - This is one of the few times of the year that Macy's offers a storewide 25% off coupon to our customers. The only other times are during our bi-annual Friends & Family events.

TIP #3 - Sample conversation starters:

- "Have you been invited to Macy's Shop For A Cause event?"
- "Can I tell you how you can save 25% at Macy's while benefiting our organization?"
- "Have you heard about Macy's Shop For A Cause event?"
- "Macy's is partnering with us to raise funds. Would you like to find out how you can contribute?"
- "Would you like to donate \$5 to our organization?"
- "Are you familiar with Macy's Friends & Family coupons?"
- "Shop For A Cause is Macy's signature give back campaign. Every Macy's store coast to coast is banding together to raise funds for organizations like ours. For a donation of \$5, we will give you a 25% off coupon and a chance to win a \$500 gift card."



TIP #4 - Overcoming rejections:

- "August 27th is over a month away. I'll forget"
- "This pass fits right in your wallet so you'll have a daily reminder."
- "This pass will fit on your refrigerator with a magnet so you can have a daily reminder."
- "I'm going to be out of town that weekend/I'm not from around here."
- "You can use this pass at any Macy's nationwide AND on macys.com on August 27th."
- "Macy's coupons never work on the things I really want to buy."
- "This time there are very few exclusions on the coupon. It is almost exactly the same as one of their Friends & Family coupons. Here, the exclusions are listed on the back of the pass."
- "How do I know Macy's will be donating the money to your organization?"
- "Macy's gave us these passes to sell and we get to keep all of the money we raise from them."



TIP #5 - The more passes you sell, the more money goes into YOUR Student Account! If you run out of tickets please promptly give me a call at **509-948-6168** so I can get more for you.

Mrs. Joyce Bowman (aka Momma B)
HMA Fundraiser Chairperson
Email: jabcrown@frontier.com





Macy's Shop For A Cause
August 27, 2011
Performance Sign-Up Sheet



In addition to our ticket pre-sales, Macy's is allowing HMA to set up a table in their Columbia Center Mall Store for selling \$5.00 tickets during their Sales Event on August 27, 2011. We can even have small groups of Music Ensembles, Singers, or Soloists perform during the day too. From past experience, Music draws people to your table and they LOVE supporting the Arts. Please note there will be two other organizations there doing the same thing, along with the Macy's Sales people....so we need our HHS Music Students to step up and perform. Out of fairness to our performers, the Ticket Sales made during their designated musical performances will be divided equally, and posted into their Student accounts.

10:00 -10:30 a.m.	_____
10:30 -11:00 a.m.	_____
11:00 -11:30 a.m.	_____
11:30 - to Noon	_____
Noon - 12:30 p.m.	_____
12:30 - 1:00 p.m.	_____
1:00 -1:30 p.m.	_____
1:30 - 2:00 p.m.	_____
2:00 - 2:30 p.m.	_____
2:30 - 3:00 p.m.	_____
3:00 - 3:30 p.m.	_____
3:30 - 4:00 p.m.	_____
4:00 - 4:30 p.m.	_____
4:30 - 5:00 p.m.	_____
5:00 - 5:30 p.m.	_____
5:30 - 6 p.m.	_____
6:00 - 6:30 p.m.	_____
6:30 - 7:00 p.m.	_____
7:00 - 7:30 p.m.	_____
7:30 - 8:00 p.m.	_____
8:00 - 8:30 p.m.	_____

Performers please dress in concert attire, or very nicely dressed to represent Hanford High School at its best. Arrive 15 minutes before your scheduled performance, have all music/instruments needed, (I will have 5 music stands available for use all day), and be ready to perform. If you have a small group of performers and could easily fill one hour, it's okay to sign up for two time slots. Space is somewhat limited, so smaller groups are encouraged. Bring your smiles and let's have a wonderful time sharing our musical talents with Mall patrons. If you have any questions or concerns regarding this activity, please contact **Joyce Bowman at 509-948-6168.**

"...Music has the power to bring people together..." (Edgar Winter)