



## Georgia DECA Best Practice



**Topic/Idea:** Lollipop sales for Membership

**Goal/Objective:** To pay for student membership dues (and add some to the Chapter treasury)

**Materials needed:** Lollipops, student record form, receipt book

**Procedures/Guidelines/Instructions:** Our students love to sell lollipops because they're inexpensive, easy to sell and the students LOVE to buy them. We introduce this fundraiser at the first DECA meeting to get an idea of how many would like to participate (some students prefer to just pay for membership). We order from Ozark Delight. Students take a bag of 60 lollipops and sell them for 50 cents each (total receipts = \$30). We set a deadline to give urgency for membership. We also have a chapter t-shirt that students can buy or they can sell a 2<sup>nd</sup> bag of candy to get the t-shirt. You could also do this for students coming in 2<sup>nd</sup> semester if you have new students.

**Impact on Program:** Our cost (including shipping) is 26.25 cents per lollipop, or \$15.75 per bag. Each bag brings in \$30, so we make \$14.25 per bag. This is enough to pay for the \$12.00 membership. The little that is left stays in our treasury. A 2<sup>nd</sup> bag covers the \$8.00-\$10.00 cost of the t-shirt and gives a little more to our treasury. Our membership has grown since we started doing this 3 years ago.

**Attachments:** None

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