

# Book of Motivation

creative ways to motivate your sellers!

Experience the *Wow!*



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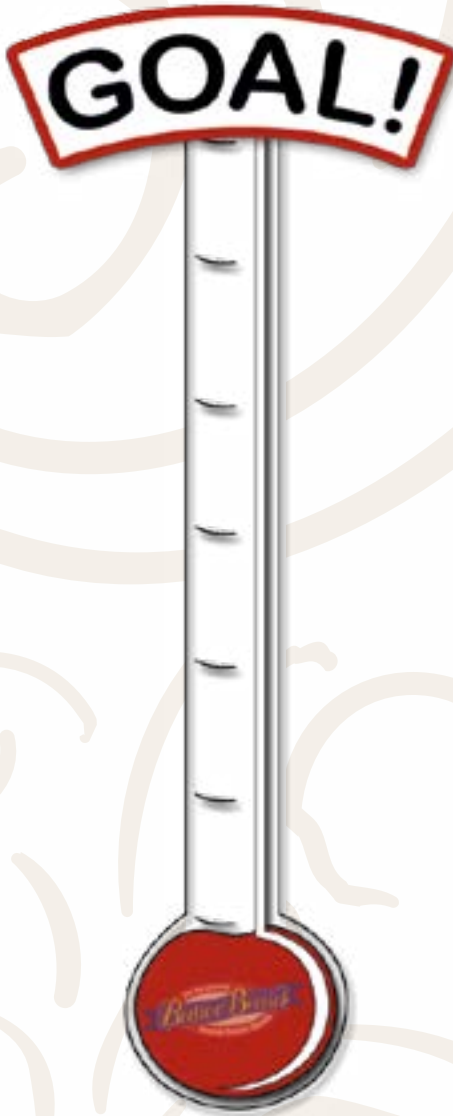
# It's Proven! Setting Goals Work!

- 1) Based on your group's financial needs, come up with a monetary goal.
- 2) Communicate this goal verbally and in writing to your sellers, parents, and others.
- 3) Determine individual goals based upon the group's overall goal.
- 4) Communicate this goal verbally and in writing to your sellers, parents and others.
- 5) Create excitement around reaching group and individual goals!
- 6) Keep track of goals in a public place.
- 7) Reward individuals and the group if goals are met!

*Ideas to motivate and reward are just a page away (See Pg. 4)! →*

# Create Goals, Track Progress, & Monitor Success

Keep sellers interested by tracking and showing their daily and cumulative success! Let them see what needs to be done to meet their GOALS!



# Get Sellers **MOTIVATED!**

*Below is a list of ideas/suggestions that can be used to motivate INDIVIDUAL sellers.*

## Top Seller or Individuals Meeting Goal-Pick One:

- Principal, leader, coach, or teacher for a day
- No homework for a day pass
- Free library pass
- First in line for lunch for a week
- Sit where you want pass
- Help with daily announcements
- Extra recess time pass
- Classroom leader for the day
- Line leader for the day
- Office monitor for the day
- Door monitor for the day
- Free movie pass
- Gift card to favorite store
- Free pizza coupons



# Get Groups **MOTIVATED!**

*Below is a list of ideas/suggestions that can be used to motivate groups.*

If group goal is met, allow the entire group to pick an activity:

- Pizza, popcorn, or video party
- Ice-cream social
- DJ dance party
- Lunch at the park
- PJ day or no uniform day
- Read-and-Feed day



# Other MOTIVATORS!

*Take a look at these ideas that can motivate individuals or groups!*

## Karaoke Time!

Have several staff members dress-up, sing Karaoke and dance for some entertainment if the group meets their goal!



## Silly String!

Who doesn't love silly string? Divide your group in half. The winning team who sells the most gets to take first shot in the silly string battle!

# Camping Out!

Have the group leader, teacher, or principal camp out in front of the school overnight or in the lobby during the day if the group meets their goal!



# New Hairstyle!

Top 3 sellers get to shave the group leader, teacher, or principal's head, or dye their hair a certain color in front of the entire group or school!



# It's Pie Time!

Top 5 sellers get to "pie" the group leader, coach, teacher or adult of their choice!



## In Costume!

Kids get a kick out of seeing adults wearing silly costumes. Popular options include dressing as an animal or a book character, or making an avid sports fan wear a rival team's jersey if the group meets its goals!



## Dishing It Out!

If the group meets its goals, allow the kids to play with food, drenching an adult (teacher, principal, or staff member) in ice-cream sundae toppings!

## Eat Up!

Allow your 3 top sellers to pick an adult and make them eat their least favorite vegetable, food or insect! Yum! Yum!





## Stuck On You!

If the group meets their goal, the kids get to duct tape the coach, group leader, principal, or teacher of choice to the wall!



## Kissy! Kissy!

Top sellers pick an animal for their group leader to kiss! Will it be a pig, frog, goat, cow or ?? while in front of all of the sellers!



## TeePee Time!

Individuals meeting their goal get to TeePee an adult of choice with toilet paper in front of everyone. Wrap them up tight for everyone to see!



# Get Parents Involved!

- At every opportunity, communicate the specific goal of your group's fundraising project. Parents respond better if they know exactly how fundraising efforts will help their children.
- Stress the importance of adult supervision and parental involvement when students are asked to participate.



- Let parents know you are limiting fundraising to a few, high impact projects. They'll double their efforts to help, if they know they're only going to be called upon once or twice a year.
- Provide parents with a complete fundraising schedule at the beginning of the year.
- Use every means available to communicate important information to parents and updates on the fundraising campaign.
- Take advantage of special school events to display or sample products.
- Say "thank you" to all participants. *Report the final results and recognize extra efforts.*

# Remind your sellers of all the people they can sell to!

Parents

Guardians

Grandparents

Aunts & Uncles

Other Family Members

Family Friends

Parent's Co-Workers

Church Members

Teachers

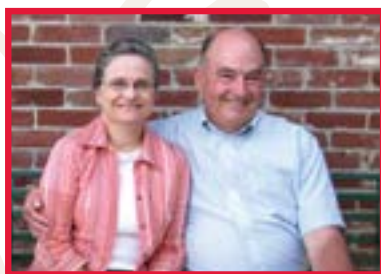
Coaches

School Employees

Your Doctor

Your Dentist

Neighbors



# Ready?

# Set...

# Go!

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