



Why Otis?

Product:

- ∞ **Brand name cookie dough**; We're the cookie experts with over 30 years of cookie experience.
- ∞ Made with the highest "quality" ingredients including REAL eggs and butter:
 - Callebaut Chocolate:** Otis proprietary formula is not just a sweet chip. High liquor impact chip which delivers a stronger chocolate flavor.
 - Hard Red Winter Wheat Cookie Flour:** Highest quality cookie flour in the industry. Impacts the spread and thickness ("shoulder") of the cookie and provides the structural texture for that great soft and chewy bite.
 - Proprietary Vanilla Flavor:** We blend Tahitian vanilla with the finest flavorings to create singular vanilla flavor.
- ∞ Pre-portioned cookie dough "nuggets" packed in a decorative re-sealable tub that preserves quality and freshness. No thawing, scooping or mixing required.

Running the Sale:

- ∞ All selling Brochures are shipped direct to the organization. Included is a 10 Step Guide specifically designed for sponsors with great ideas and forms to use for communicating throughout the sale.
- ∞ **Order forms are "2-part"** allowing all parties to have a copy for their records.
- ∞ Unipak inputs the orders for you and provides 3 reports back to you AND a Master List in Excel. The 3 reports include: Report Listing Sales by Student, by Classroom, Report of School Profit, Report that list total sales/profit by Item
- ∞ Cookie dough **delivers "PACKED BY STUDENT"** so you have "no leftovers" to worry about. Cookies will deliver in 4 weeks from date order is received.
- ∞ Copy of Order Forms can be packaged inside each students box; hard copy of form gets sent back with delivery.
- ∞ All boxes are labeled with Student Name, Teacher Name, # of boxes and "alpha numeric" – makes distribution super simple!
- ∞ Delivery date scheduled at least 1 week in advance
- ∞ Cookie dough CAN sit out for 6-8 hours.

The Numbers:

- ∞ Bigger sales and **40% profit** are easy with a recognized quality brand (each tub cost \$16....that's \$6.40 profit per tub for you)
- ∞ Average participation for SC runs about 23% (national 24.8%) or 1.57 units per enrolled student
- ∞ Average tubs sold per participant is about 7.... 6.9 units per participant in SE / 7.8 national
- ∞ Orders of 350 items or more get FREE SHIPPING...\$1 for each item below 350. Example: 250 items sold = \$100 fee
- ∞ Minimum order of 150 items required
- ∞ Top 5 flavors: Choc Chip (20%), Triple Choc (10.5%), White Choc Mac (9%), Cranberry Oatmeal (5.9%), Mint Choc Chip (5.9%)

Put Otis Spunkmeyer to work for you and your group today!

**CALL MICHELE @ 864.415.1578 or
888.777.04822**