

## **[Knock on the door]**

### **When the door opens:**

#### **Key Clubber:**

"Hi there! My name is [Your Name], and I'm with [Your School's] Key Club. We're out today raising funds for the Capital District of Key Club. Key Club is a high school club (connected to Kiwanis) that helps kids serve our communities. I'm selling our delicious buttermilk pancake mix, which is perfect for family breakfasts, weekend brunches, or even as a thoughtful gift! Would you be interested in supporting us today?"

### **If they seem interested but hesitant:**

#### **Key Clubber:**

"The pancake mix is super easy to make, all you add is water. Every pouch sold helps us give back to the community and raise funds for my club. It's just \$9 per pouch and we have a deal of 2 pouches for \$17. Our pouches are larger than the average grocery store box and have premium ingredients. If you don't like pancakes, you can even purchase a pouch to be donated to a kid in need. All proceeds go to helping us so that we can be successful students and lead bigger acts of service."

### **If they agree to buy:**

#### **Key Clubber:**

"Thank you so much for your support! One pouch is \$9 and we have a deal of 2 pouches for \$17. How many would you like? We accept cash in-person and card through our website."

(If paying cash: have them fill out your paper order form. If paying with a card: help them order through your cellular device so that you ensure you get credit for the sale)

### **If they say no:**

#### **Key Clubber:**

"No problem! Thank you for your time. If you know anyone who might be interested, feel free to let them know about our fundraiser. Have a great day!"

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## **Tips for Key Clubbers:**

- Smile and be polite.
- Be ready to explain what the funds will be used for.
- Offer the donation option to kids in need if they don't like pancakes.
- Have your phone ready in case they want to pay through the website with a card.
- Thank everyone, regardless of whether they make a purchase.

Good luck with your fundraiser! 🍪👍