

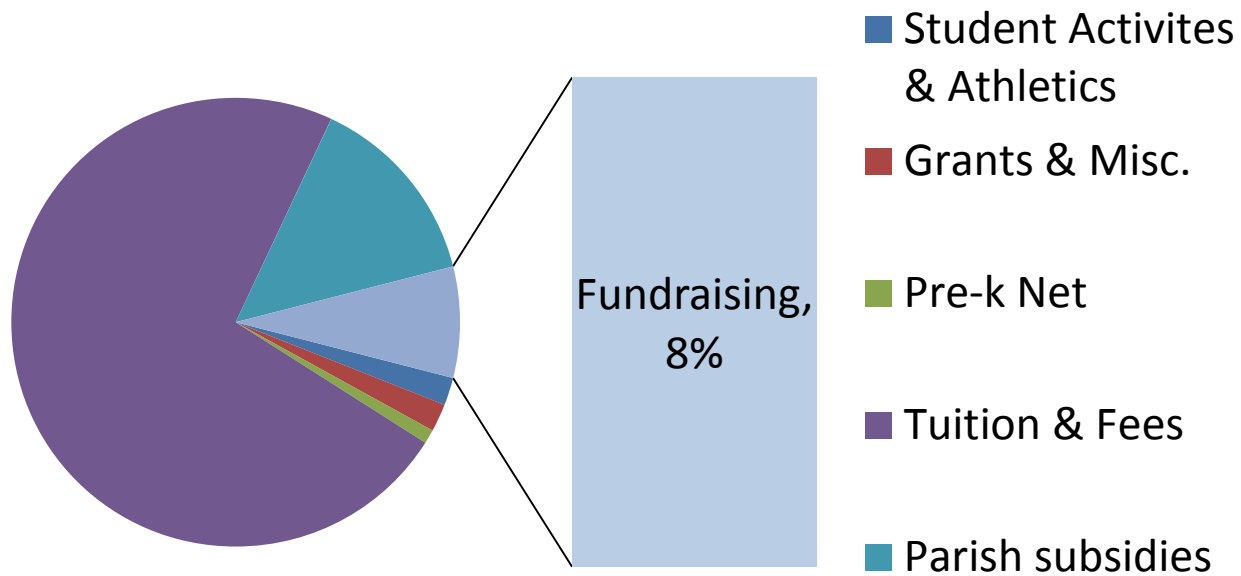
TIP 101 Seminar

Tuition Incentive Program

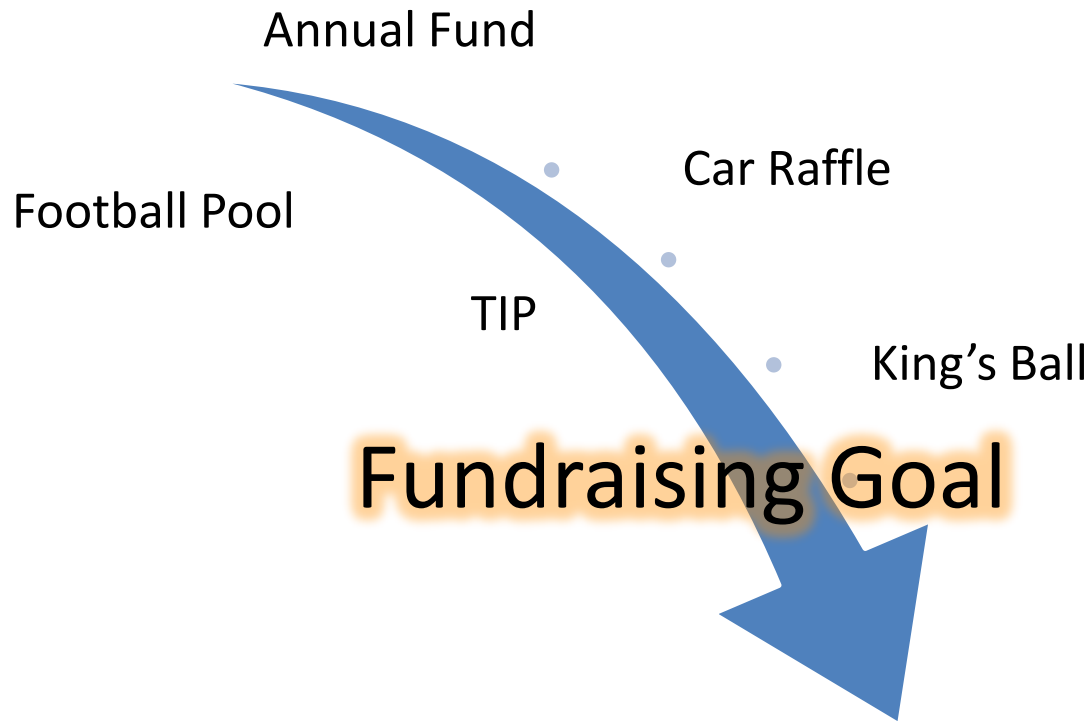
Key Points

- Overall Fundraising Goal of 140K
- What is TIP/SCRIP?
- The TIP Fundraising Breakdown
- The Purchase Process
- Examples of how it works
- Question and Answers

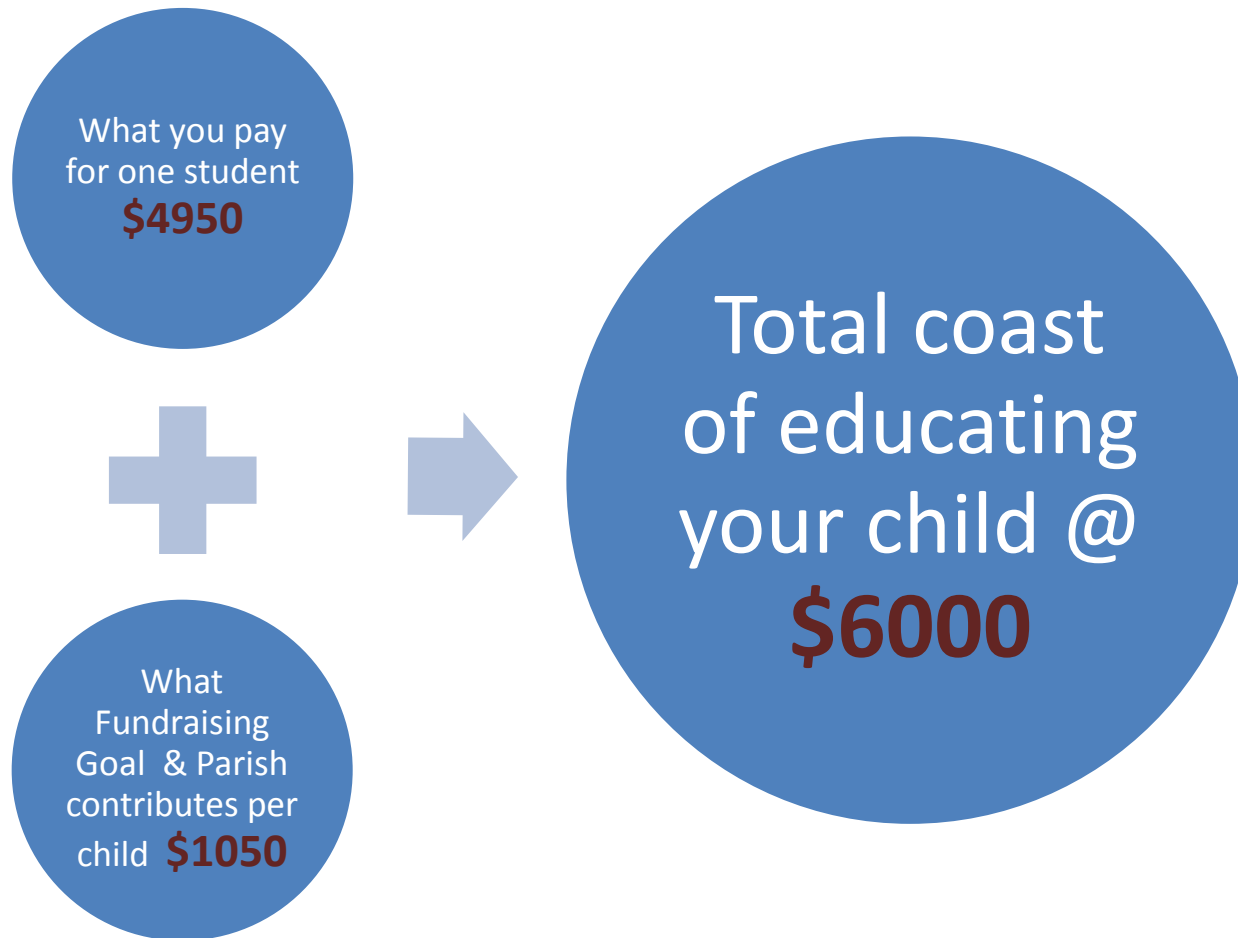
Projected Revenues



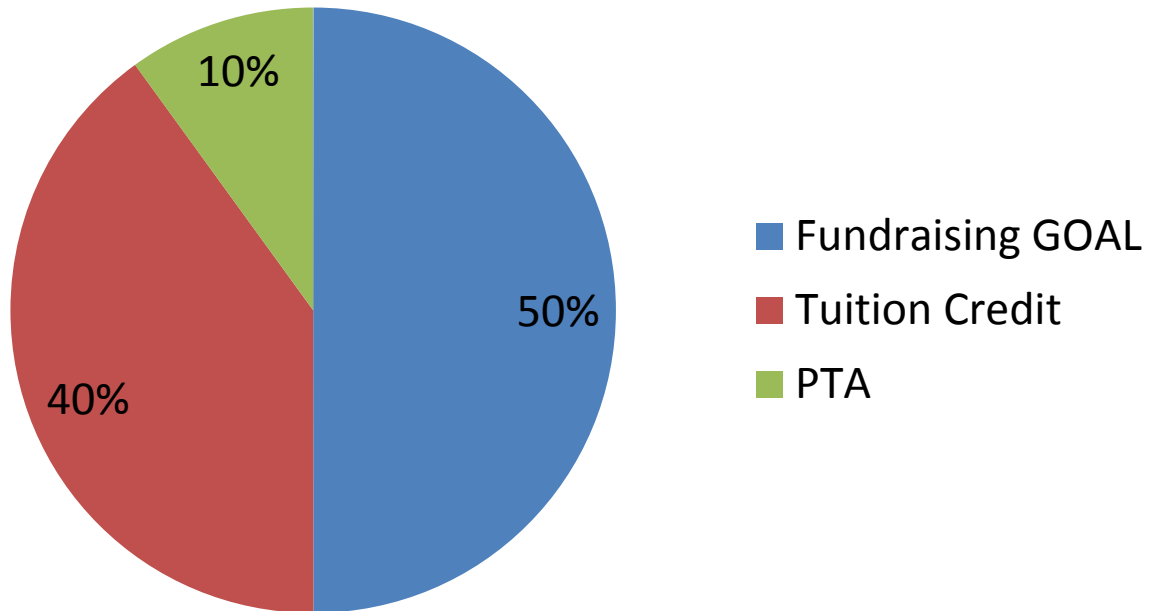
CKRS Fundraising Goal



Fundraising Goal & Tuition Gap



TIP Fundraising Rebate Breakdown

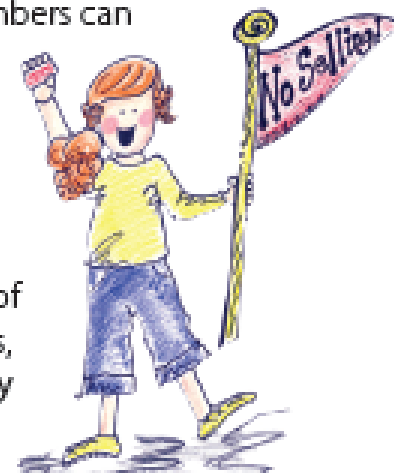




What is Scrip Fundraising?

It's fundraising while you shop!®

Stop selling and start earning with scrip fundraising! Your members can purchase gift cards for America's most popular retailers through Great Lakes Scrip Center® (GLSC) and use them for their everyday purchases. Your organization earns money with each gift card purchase.



Scrip gift cards are the same gift cards you can purchase from the retailer. With over 300 of the country's biggest brands, including grocery and department stores, gas stations, restaurants, hotels and home improvement, GLSC has something to appeal to every family in your organization.

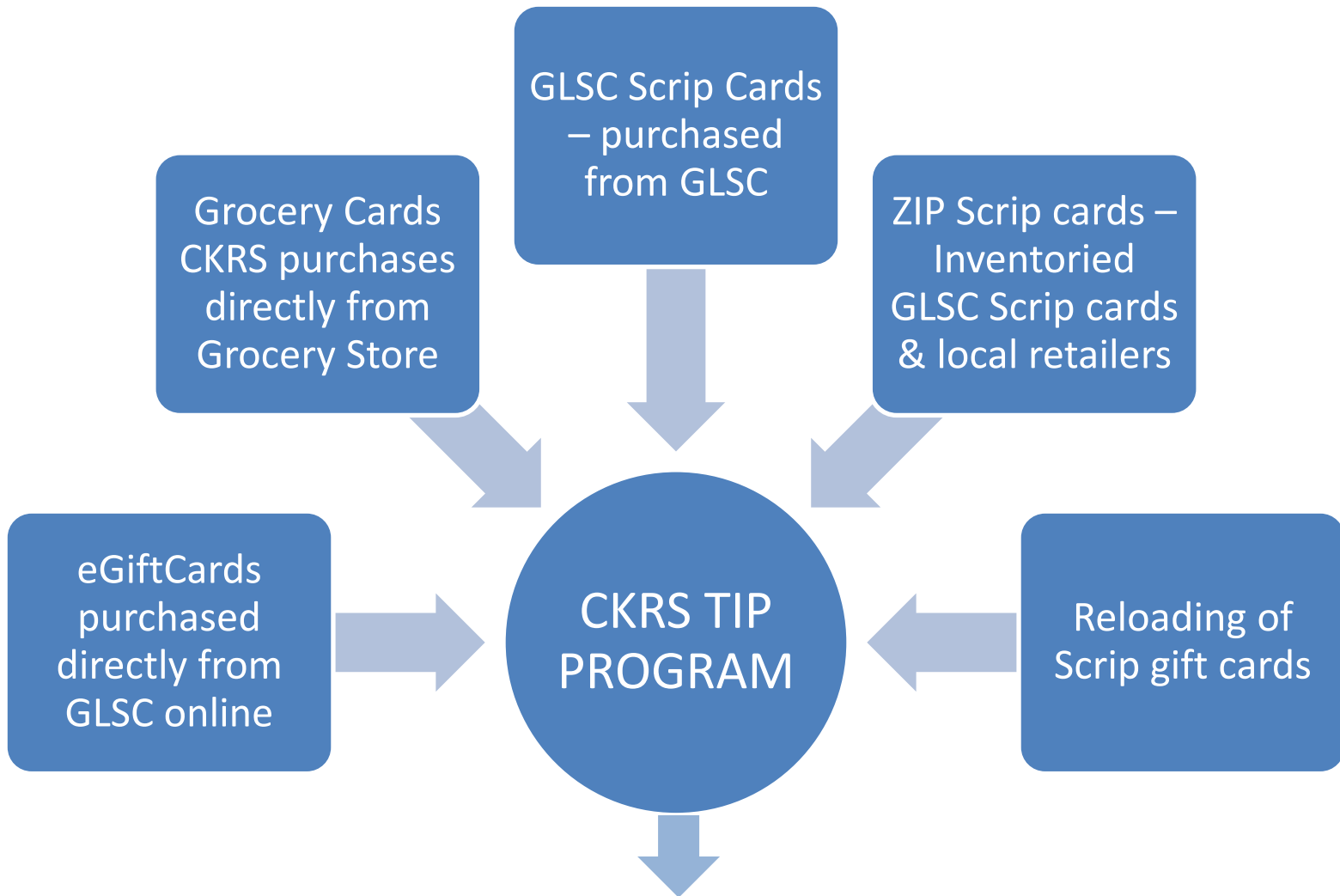


The organization's coordinator orders scrip from GLSC at a discount, and your families pay face value for their gift cards. That difference is an instant rebate for your organization, and your families don't have to purchase anything they don't need.

What is TIP?

- TIP stands for **T**uition **I**ncentive **P**rogram.
- TIP helps ***raise money*** for the school AND helps **YOU** earn ***tuition credit*** for the next school year.
- TIP Program includes the following fundraisers:
 - ✓ Grocery Cards – *Daily*
 - ✓ ZIP SCRIP Cards – *Daily*
 - ✓ SCRIP Cards – *Every two weeks*
 - ✓ Electronic SCRIP gift cards – *24 hrs. a day available in minutes*
 - ✓ Reloading SCRIP cards – *24 hrs. a day available in minutes*
 - ✓ Surreybrook GRAND CAFÉ – *Early September*
 - ✓ Home for the HOLIDAYS - *October*

What is TIP?



TIP

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graph TD; TIP[TIP] --> SCRIP[SCRIP Bi-Weekly]; TIP --> ZipSCRIP[Zip SCRIP Daily]; TIP --> GROCERY[GROCERY Daily]; TIP --> Electronic[Electronic SCRIP & re-loads 24/7];
```

SCRIP
Bi-Weekly

Zip SCRIP
Daily

GROCERY
Daily

**Electronic
SCRIP & re-
loads
24/7**

Ordering TIP Gift Cards - w/ order form

ZIP SCRIP & GROCERY (Daily M-F)

Send form into school on weekday morning in backpack

Red envelope filler fills envelope the morning the form was sent in

Red envelope with card(s) comes home same day in backpack

SCRIP (Bi-weekly Orders)

Send in form Tuesday morning of SCRIP week in backpack

Scrip coordinator places order with National GLSC SCRIP company Tuesday AM.

Scrip coordinator receives cards Thursday or Friday AM. You receive cards in red envelope Thurs.. Or Fri. in backpack.

SCRIP Online Ordering

- Online ordering enables you to order electronic gift cards for immediate use (within minutes!)
- Online ordering enables you to reload plastic gift cards purchased through our SCRIP program for immediate use
- Online ordering allows you to order & pay for plastic SCRIP cards anytime prior to Tuesday AM of SCRIP week – eliminating need to send in paper form and check Tuesday AM.
- *ZIP & Grocery cards not available for ordering online* – must send in paper form and check the day needed

What is ONLINE SCRIP ORDERING?

- Option to place SCRIP order online at *shopwithscrip.com*
- Requires user account created by CKRS
 - ✓ You manage your account and password
 - ✓ Once account created you must create a Presto Pay account with bank information
 - ✓ Presto Pay allows Great Lakes SCRIP to debit your account for any purchases
- Allows you to place an order 24 hours a day
 - ✓ E-Certificates – card immediately sent to you
 - ✓ Re-loading – card re-loaded immediately
 - ✓ Plastic Cards – order received in red envelope during subsequent SCRIP week
- .15 cent charge for every order – whether \$50 or \$2000

SCRIP Online Ordering

Ordering Plastic ONLY cards

Login in to shopwithscrip.com and order and pay for plastic cards

Scrip coordinator places order for cards on Tuesday AM of *next SCRIP week*.

You receive cards in red envelope on Thurs. or Fri. of *next SCRIP week*.

Ordering electronic gift cards

Login in to shopwithscrip.com and order and pay for reloading of plastic card or electronic scrip

Order is processed electronically by shopowithscrip.com

Within a few minutes you receive an eGiftCard to use!

TIP – Continuous
(Variable Merchant
REBATE)

SCRIP/Bi-
Weekly

ZIPSCRIP/Daily

Grocery/Daily

TIP – Annual Incentives
(30%-50% REABTE)

Grade Café
Desserts/Fall

Holiday
Wrap/Late Fall

Other?

Scrip Order Form

Name _____ TIP Code _____ Date _____

Daytime Phone # _____

School K/O _____ Class _____
(student's name)

Merchant	Denomination	# of certificates ordered	Total Amount Due	Discount % *see below*	Discount Amount
Total Check Amount				Total TIP Amount	

* Regular Scrip percentages are subject to change. To view the current rate of a particular card, please access the scrip company's website through the link located on the CKRS website. CKRS is not responsible for any percentage rate change made by the Great Lakes Scrip Company from the time when the order is sent into school and the time when the order is actually placed. Thank you for your understanding.*

This option is offered as a convenience to families. Although every effort will be made to ensure safe delivery, the Scrip program is not responsible for gift cards/certificates sent home through children. I will not hold Scrip program responsible for certificates I have requested to be sent home through my child.

Signature _____

Notes:

- Orders may be sent to school via the brown envelope, your child's Home Folder, dropped off at the school office, or dropped off at Bernadette's Jablonoski's house, 305 Provincetown Circle, Cherry Hill, 08034 before 10am the day the order is due. Call Bernadette Jablonoski at 795-7050 with any questions.
- Orders will be placed on the date below. They will be sent home through school with your child by the following Friday. Backorders will be delivered when received from the Scrip Company. Dates of delivery will not be guaranteed. Refunds are not given if items are backordered.
- The Scrip order dates for the 2012-2013 TIP School Year is as follows:
September 11, 25. October 2, 16, 30. November 6, 13, 20, 27. December 4, 11, 18.

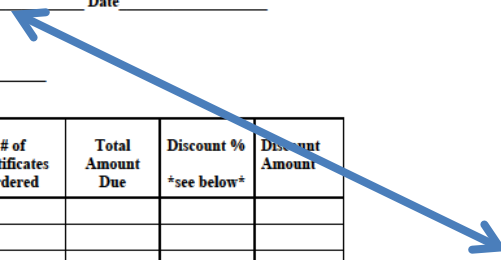
What is Your Tip Code?

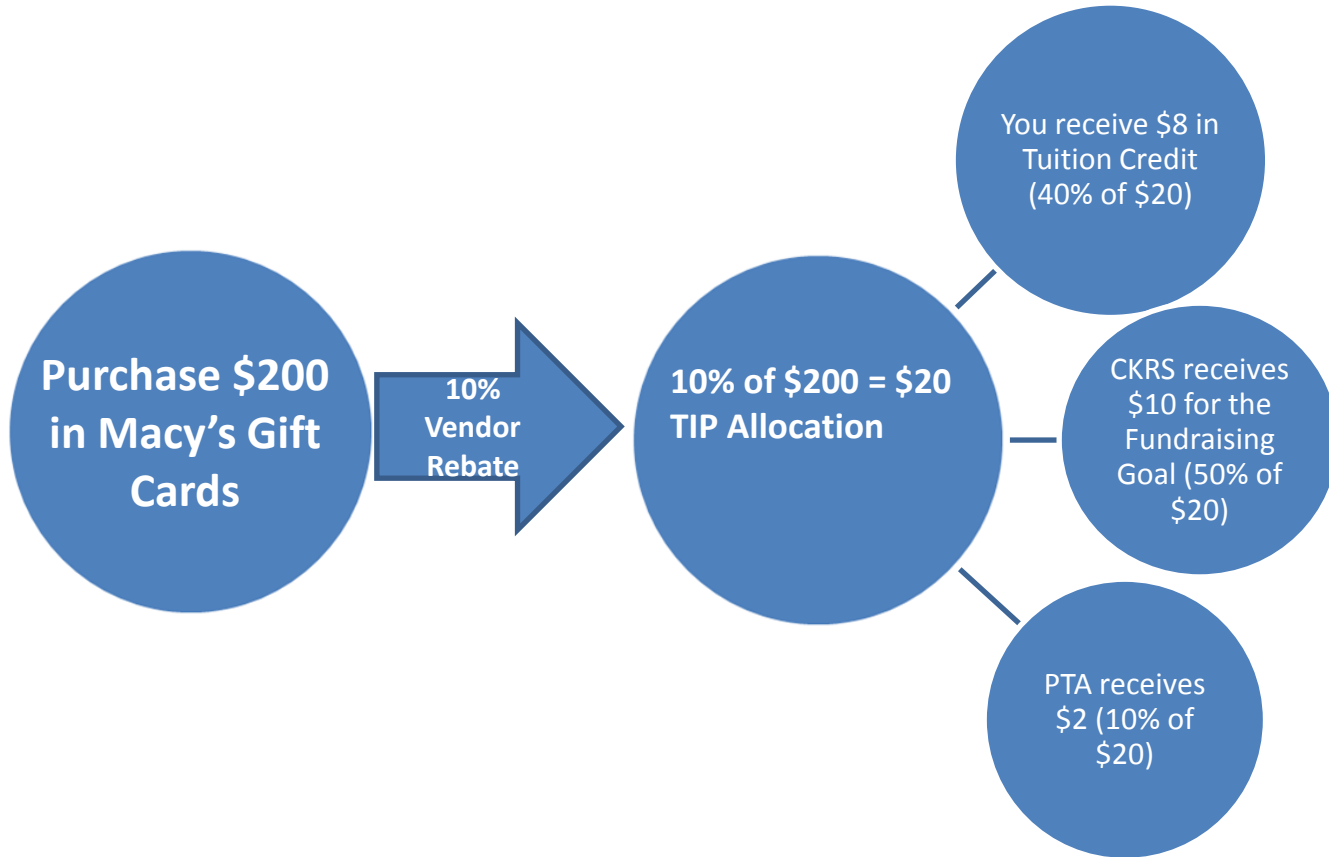
The first 3 letters of last name and last 4 of main/home number:

Last Name- Jones

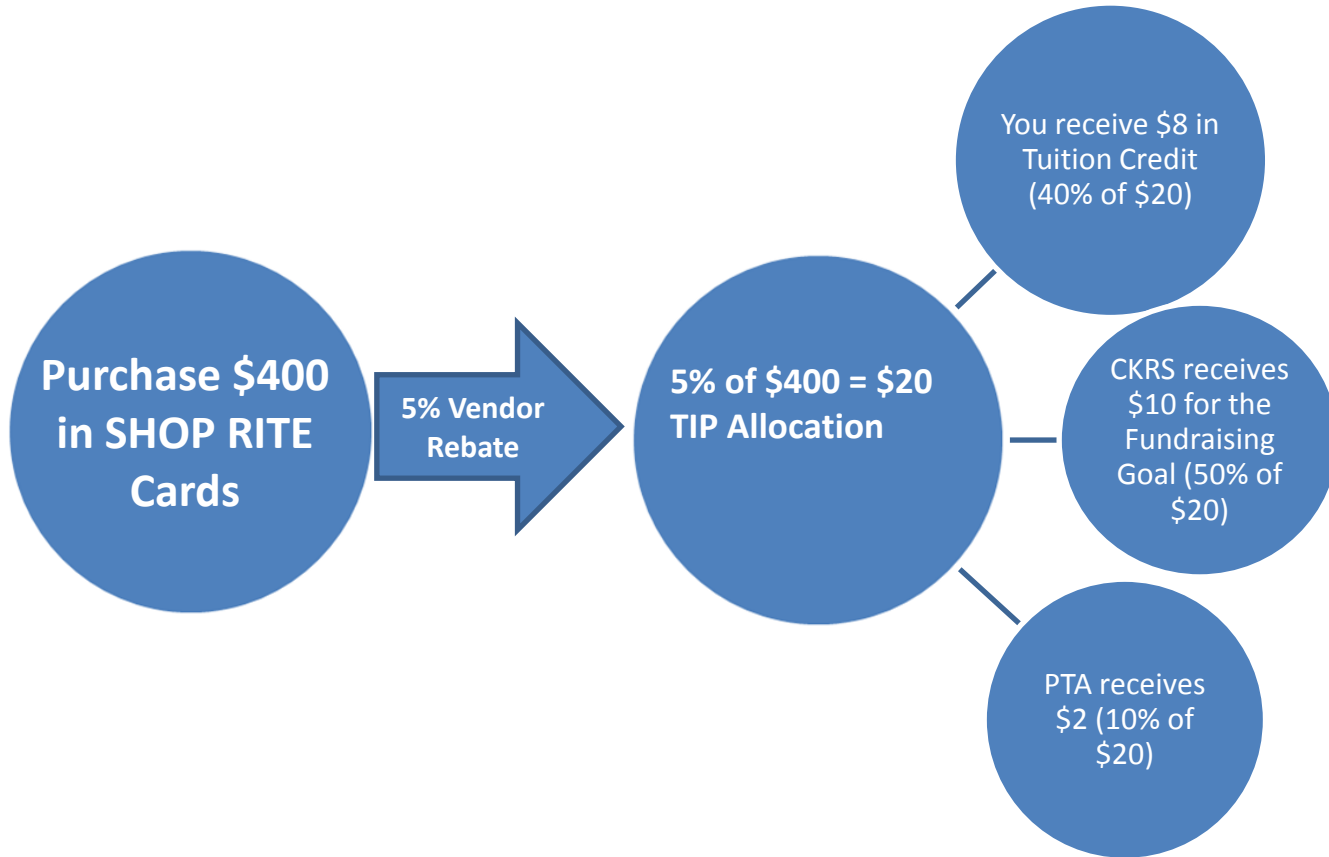
Number- 555-1234

TIP Code- JON1234

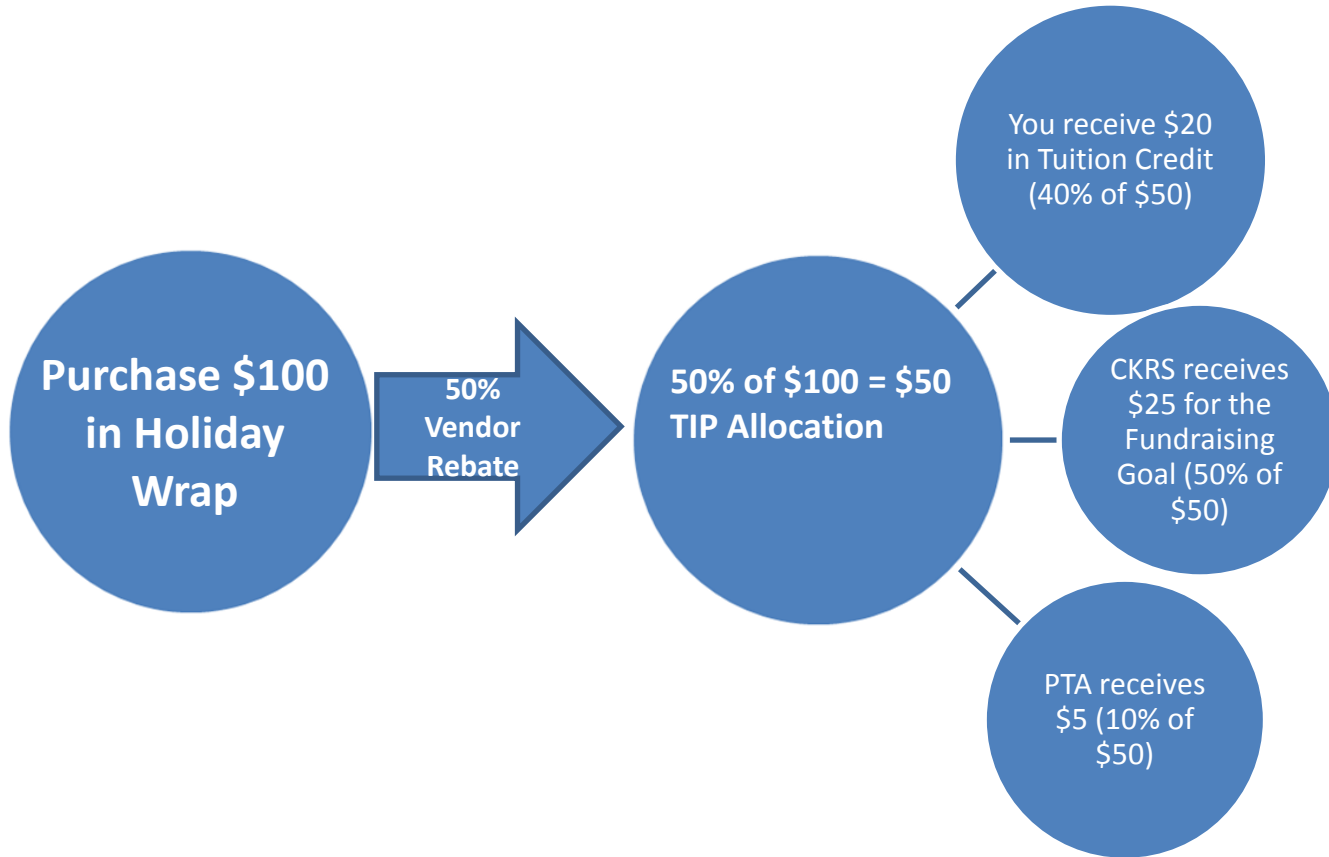




TIP BENEFITS Guide



TIP BENEFITS Guide



TIP BENEFITS Guide

TIP PROGRAM 2014-15

TIP Initiatives 2014-2015	Vendor Percent Rebate	TIP Allocation	Where does the money go?
SCRIP CERTIFICATES (bi-monthly/goes weekly from Thanksgiving-Christmas)	1.5% - 16% Based on the vendor you are purchasing	Based on the dollar amount purchased from any one vendor times the vendor rebate	YOU 40% of the TIP Allocation goes towards your tuition bill for the 2015-2016 school year
ZIP SCRIP CERTIFICATES (Daily: Monday - Friday)	1.5% - 16% Based on the vendor you are purchasing		
GROCERY CERTIFICATES (Daily: Monday - Friday)	5%	Varies based on what products purchased	CKRS 50% of TIP Allocation goes towards the 2014-2015 school fundraising goal
GRAND CAFÉ (cakes/pies/cheesecakes)	30% - 45% Based on the items you are purchasing		PTA 10% of the TIP Allocation goes towards PTA initiatives
WRAPPING PAPER/GIFTS	30% - 45% Based on the items you are purchasing		

So, for example...

You purchased **\$150** in Acme Grocery Certificates this week
 $\$150 \times 5\%$ Vendor Percent Rebate = **\$7.50 (This figure is the TIP Allocation)**
YOU get **\$3.00** towards your 2014-2015 tuition ($40\% \times \$7.50$ TIP Allocation)
CKRS gets **\$3.75** toward the fundraising goal ($50\% \times \$7.50$ TIP Allocation)
PTA gets **.75¢** ($10\% \times 7.50$ TIP Allocation)

The more YOU order, the more YOU make for yourself and the school!
Watch how quickly it adds up!

