



# Ireland Profit Sharing Plan

December 2018-February 2019

# General Guidelines

- Plan only available to those players traveling to Ireland.
- Plan is only available from December 2018 to February 7, 2019.
- If your player leaves rugby or decides not to go to Ireland, their profit share reverts to SRC.
- If you plan to participate in this program, auto-pay is NOT recommended.

# London Raffle Tickets - Details

- Raffle prize: Trip to London
  - Round Trip Airfare for 2
  - Two night accommodations in a centrally located 3 or 4 star hotel
  - Basic insurance protection plan
  - Sports tickets OR theater tickets
- Drawing:
  - To be held at The Willoughby House (1267 Hopmeadow St.)
  - February 7<sup>th</sup>, 2019
  - 10 AM
  - Need not be present to win. Winner contacts GoPlay to arrange trip. Offer is good for one year.

# London Raffle Tickets -Process

- State requires people to be at least 16 Years old to sell raffle tickets. Federal postal guidelines prohibit the mailing of raffle tickets. You can scan/email or take a picture and text to non-local buyers.
- Tickets can be picked up Monday 12/10/18 at 1267 Hopmeadow St from 5:30-6:30 or arrangements can be made by emailing Mary at [simsburyrugbyfundraising@gmail.com](mailto:simsburyrugbyfundraising@gmail.com).
- To ensure everyone has an opportunity, 20 tickets will available initially for pickup. Additional tickets will be distributed when they become available. If you don't pick up your tickets or make arrangements, they will be distributed to others.
- Unsold tickets must be returned asap. Email Mary at [simsburyrugbyfundraising@gmail.com](mailto:simsburyrugbyfundraising@gmail.com) to make arrangements.
- Ticket numbers will be tracked and we need to account for sold and unsold tickets. A tracking sheet is provided in your ticket envelope.

# Raffle Tickets - Process

- Standard raffle style tickets—you keep name side, customer keeps the info. side
- First collection date will be during December break (TBD)
  - Payment with corresponding stubs
  - Unused tickets
  - Your tracking sheet
- Once unsold tickets are returned, there will be another pick-up date arranged for those that are interested. First come first served.
- Final collection will be Feb. 4th, the Monday before the drawing. Final trip payment to GoPlay is due on the 7th.

# Raffle Tickets - Numbers

- Each raffle ticket will be sold at \$20.
- For every ticket you sell, \$10 will be added to your player's GoPlay account before the final payment is due.
- For example, Sell 20 tickets and \$200 will be added to your GoPlay account after you hand in payments and stubs.
- There is a maximum of 100 tickets per player. There are a limited number of tickets available, so be sure not to sell more tickets than you have picked up.

# Tips for Selling

- Why Sell?
- It builds confidence
- It's great practice for job and college interviews
- It's an opportunity to get out of your comfort zone
- If it's hard for you, it's a chance to learn a new skill.
- You owe it to your parents

# Tips for Selling

- Dress appropriately, Make eye contact, Smile and be Enthusiastic!
- Be confident -\$20 for a chance to win a \$1,500 trip is a great deal
- Don't be discouraged. Failure is a great learning experience.
- If you stumble, acknowledge you are nervous, it's endearing.
- Announce a goal. Share it with your customers "my goal is to sell 20 tickets which will reduce the cost of my trip by \$200"
- Hit the phones, hit the street
- Go out with a friend or family member if you are nervous



# Tips for Selling

- Write down your pitch and practice it on family & friends.
- “Hi, I’m Dave from the SHS Rugby Team.”
- “We are raffling a trip for 2 to London valued at \$1500 to help cover the cost of our team trip to Ireland.
- “Tickets are \$20 each. Write out checks to Simsbury Rugby Club.”
- “They make great stocking stuffers.”
- “If you win & don’t like London, you can convert it for another trip”
- Start Now – Don’t procrastinate