



## Herndon High School Guitar Entertainment Book Sales

Herndon High School Guitar students will be selling Entertainment Books for the Northern Virginia/DC area. We can also get the Maryland/DC books and the Baltimore books for in-person sales. Other out-of-town books can be ordered as well (details included in the packet).

The primary goal of the Herndon High School Guitar Entertainment Book Sales is to provide fundraising that will allow our guitar students the opportunity to earn money to offset the cost of trips planned throughout their guitar program of study.

**The sales will begin on Monday, September 21 and will end on Friday, October 16, 2009.**

**The Entertainment Books for the Northern Virginia/DC area are \$30 each. The Maryland/DC books are \$25 and the Baltimore books are \$30.**

Each student is asked to sell at least 2 books.

Each student will be given 1 book on consignment to use as a sample while selling. This book will then be used by the student for their first order.

Please have checks made payable to **Herndon High School Guitar**.

Out-of-town books, which can be sold by either completing the special order form or by internet direct sales, will sell for prices according to the list provided in the package. Books ordered on the internet will be delivered within 2 weeks of order. When prompted, enter school number **# 950516** so that our school gets credit for the purchase.

**All orders, including out-of-town orders (not placed on the internet), money, and unsold books must be turned in on:**

**Thursday, October 15 for Red day classes  
Friday, October 16 for Black day classes**

**Students will receive the ordered books to deliver, when money is turned in.**

Profits from the Entertainment Book sales will be distributed as follows:

- 50% of the profit of the books each guitar student sells will be placed in their individual fund. The individual student funds will carry over from year to year as long as the student stays in the guitar program. If the student leaves the guitar program the funds will be given to the Herndon Guitar Boosters for their general fund.
- 50% of the profit of total books sold by all students will be given to the Herndon Guitar Boosters for their general fund. A percentage of these profits, along with matching funds from the book company, will be used to provide selling incentives to the students.

We are not the only group at Herndon High School selling the Entertainment Books this year; however, profit percentage is based on total books sold by the school. We anticipate a 50% profit on each book sold!

Any questions contact Scott & Susan Allen at:  
[HerndonGuitar@gmail.com](mailto:HerndonGuitar@gmail.com) or 703.471.5253



## Herndon High School Guitar Entertainment Book Sales

### Incentives:

- Free Entertainment book for every 5 books sold by a student.
- Overall Top Seller from all classes: 1 Prize with a value of at least \$100
- Top Seller from each class: 1 prize per class with a value of at least \$25 each (Overall Top Seller not eligible)
- Raffle prizes: Multiple (Each student will receive a raffle ticket for every 3 books sold)
- Class Captain: \$10 cash for mid-point sales (Class with most books sold and captain sells 3 books)  
\$20 cash for final sales (Class with most books sold and captain sells 3 books)

### Entertainment Book Highlights:

Over 150 editions of the Entertainment Book all over the US

Over \$18,700 in savings in this edition alone: Dining Out, Movies, Groceries, Dry Cleaning, Shopping, Travel, cruises, hotel stays, car rentals, Sporting Events and Recreation, Entertainment, and much, much more!



### Local Favorites:

Anita's	The Bike Lane	Multiplex Cinemas	Washington Mystics
Fuddruckers	Aeropostale	AMC Movie Theaters	Washington Capitals
Boston Market	Lake Anne Coffee House	Regal Theaters	Potomac Nationals
Baja Fresh Mexican Grill	Hershey's Ice Cream	Showcase Cinemas	George Mason Basketball
Omia's Grill & Pub	Baskin-Robbins	Skate Quest	Reston National Golf
Domino's	Ben & Jerry's	Dick's Sporting Goods	Dulles Golf Center
Jerry's Subs & Pizza	Cinnabon	Modell's	Fairfax County Parks
		Safeway	

\$25 in instant savings with Bonus Savings Cards on the cover

### Hints for Selling:

Use the book 2-3 times and it will pay for itself

Students can send e-mails to friends and family to order out-of-town books direct (student still gets credit)

Use book as holiday gift

Have parent/guardian take the book to work and take orders