

How to run a Smooth & Efficient Sale



1 PICK A TIME & PLACE

The Pay-It-Forward sale runs for 5 consecutive school days (you may extend the sale to 10 days). Set up your table in an open area at a time that is appropriate-before school or during lunch/recess. Choose a space with room for children to line up before it's their turn to make a selection.

NED TIP:

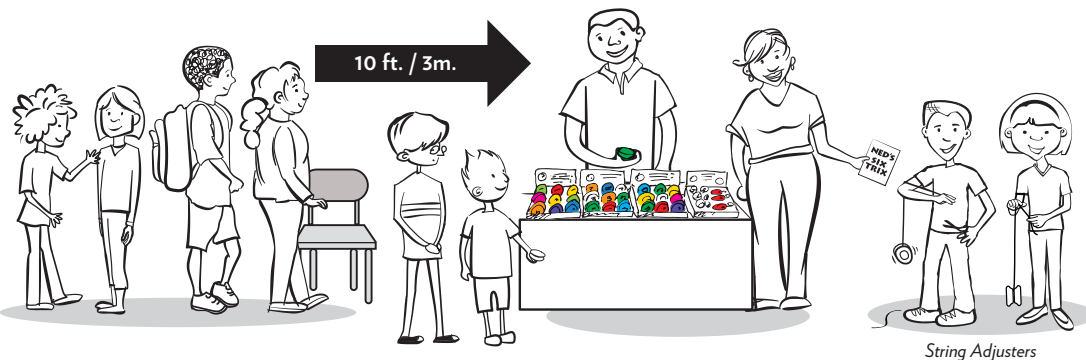
Most schools pick a place other than the main office to have more room.

2 COPY & DISTRIBUTE

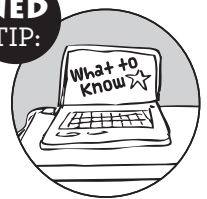
- Add your sale dates and location to both the Send Home Letter & the Teacher Letter.
- Also, fill in your name and email in the Teacher Letter so receipts come to you.
- Copy the Send Home Letter for students to take home 1 to 2 days prior to the show.
- Send the Teacher Letter to your teachers the same day the Send Home Letter goes home.



3 SET UP THE TABLE



NED TIP:



Play the *What to Know Before You Yo* video at the sale area to recap the NED lessons & safety rules.

Go to:
theNEDshows.com/tools

Student Line

- Designate an area for the students to line up.
- Use a chair to indicate the start of the line.
- Have students line up behind the chair and invite a few students to the sale table at a time.

Sale Table

- Display product boxes on the table.
- Make copies available of NED's Six Trix for kids.
- Your performer will bring these items the day of the show.
- Strings are adjusted to each child's height by the String Adjusters, so every student gets off to a great start.

Paid at home orders

- Students who paid at home line up and choose from the box like everyone else.
- Keep the receipts they hand in. You will total them on your sale agreement.
- If a receipt reaches you after your product is gone, forward it to:
CustomerCare@AllforKIDZ.com
and we will take care of that family.

4 CREATE A NED ZONE

Your NED Zone is a place for children to use their yos and apply what they have learned from NED. The yos are a tangible reminder of NED's message. While learning to yo, children will make mistakes, try again and improve. At the end of the assembly, our performer reviews safety rules and tells students where to find your NED Zone.

