

Fun Services_® is the originator of the Holiday Gift Shop_® and Santa's Secret Shop_® programs. We have been providing these programs to schools throughout the country for over 50 years.

Fun Services offers the complete package that you will be looking for in the Holiday Gift Shop business. We offer many different programs including: No inventory shops, Regular inventory shops, Virtual Online Shops and a Hybrid Shop (in school/virtual shopping). We can help you determine which one will best suit your school's individual needs. Schools can run all in person, all virtual or a combination of both.

Your organization will receive gift items with school costs from 60¢ to \$14.00 at school cost. Your school can determine the profit level by using our suggested computerized profit margins of 10%, 20% or 30%. Other % available upon request.



Unlike many other companies, Fun Services does not limit the number of days that re-orders can be made during the shop. This means if your shop runs from Monday-Saturday, your organization can place re-orders every afternoon for delivery early the next morning. All re-orders are delivered at no charge, including Saturdays.

Fun Services programs are risk free. All merchandise is on consignment; therefore, your organization will only pay for items that are sold. Fun Services delivers and picks-up all merchandise at no charge to the customer.

Fun Services also provides many other complimentary items including Gift Bags, Price Labels, Carry Home Bags, Parent Letters, Tablecloths, Door Panels, etc.

If you would like more information or have any questions, please feel free to call us at the numbers listed above.

If you would like to sign up, please fill out the online customer agreement available on our website at www.HolidayGiftShopVa.com.

Sincerely,

Dori A. Boak
Holiday Gift Shop Coordinator
Email: Dori@FunServicesVA.com
Phone or Text: 703-594-3681

TOYS FOR TOTS



Advantages of





1. <u>Family Owned and Operated since 1971</u> - Fun Services is a family owned business operated by Ed & Dori Boak. Both understand the needs of PTO's and PTA's as both have served in volunteer roles in various organizations.

Dori Boak was on the PTA board of Nokesville Elementary for 5 years and served on the Board of Coles Little League for over 10 years. Ed Boak served as President of Coles Little League for 6 years and served for over 15 years in various positions including manager, division vp, building and grounds etc.

- 2. Local Company Using a local company is a must for the Holiday Gift Shop/Santa's Secret Shop program. Why is that? Please see below:
 - A. <u>Delivery by Fun Services Truck</u> All deliveries are made in Fun Services Trucks via our Professional Fleet of Drivers. Delivery dates are pre-arranged and will be delivered to any first floor location (any floor if elevators are available.)



- B. <u>Pick-Up by Fun Services Truck</u> All returned items are picked up in Fun Services Trucks via our Professional Fleet of Drivers. No more worrying about address labeling of boxes and waiting on UPS to pick-up left over gifts.
- C. Next Morning Re-Order Service (including Saturdays) Over 95% of Fun Services re-orders are delivered before your shop opens the next morning. Just call our offices before 4PM each day (most of our competitors have a 1PM cut-off for re-orders), and one of our Professional Drivers will deliver the items to your school door in time for the start of your shop the next morning.

Only running a Friday night and Saturday morning shop, that's no problem for Fun Services. Special arrangements can be made to provide re-order service for Saturday morning and evening shops. Saturday re-orders simply need to be phoned in by 4PM Friday evening. Evening Shop re-orders must be pre-arranged with Fun Services ahead of time to ensure staff is available to pack and deliver.



More Gifts Delivered at the Beginning of Your Shop - By delivering in Fun Services trucks (not UPS or a Freight Company), Fun Services can deliver more gifts at the beginning of the sale. Fun Services typically delivers 25%-50% more gifts than were sold the year before. Due to the high costs of shipping, our competitors can not send as many gifts as this increases the cost of shipping and returning gifts.

For example, one of our competitors recently contracted with a school in Prince Geroge's County (MD) that we had worked with in the past. The competitor sent a total of 6 boxes of gifts while Fun Services delivered 18 boxes of gifts for their shop.

- 3. <u>Free Supplies/Promotional Items</u> Fun Services supplies a variety of Free Supplies in conjunction with the shop. These include: Mylar Gift Bags in 4 sizes (one per gift), Parent Flyers, Posters, Table Cloths, etc. Please see our brochure for a full list of supplies.
- 4. NO Inventory & Regular Inventory Shops Fun Services offers both a No Inventory Shop and Regular Inventory. The No Inventory Shop is designed for use where volunteers are limited. The Regular Inventory allows for individual pricing on all items and requires all gifts to be counted upon arrival at the school and phoned into Fun Services before pick-up.
- 5. <u>Virtual Shopping</u> Fun Services Holiday Gift Shop allows all members of the family to shop via their virtual online shopping. All orders are shipped as soon as they are received.

HOLIDAY GIFT SHOP/SANTA'S SECRET SHOP LINE 703-550-9262 (DC), 703-594-3681 (Manassas), 800-447-7386



Men's Watch - \$12.00 <u>10%</u> <u>20%</u> <u>30%</u> \$13.50 \$15.00 \$17.25



Dad Star	Trophy	- \$10.50
10%	20%	30%
\$11.75	\$13.25	\$15.00



Basketball Game - \$10.50 10% 20% 30% \$11.75 \$13.25 \$15.00



Heart Bracelet - \$10.50 10% 20% 30% \$11.75 \$13.25 \$15.00



Triple Heart Set - \$9.0010% 20% 30%
\$10.00 \$11.25 \$13.00



Belly Buddy Plush - \$8.00<u>10% 20% 30%</u>
\$9.00 \$10.00 \$11.50



Glass Tree w/ Bells - \$8.00 10% 20% 30% \$9.00 \$10.00 \$11.50



Mini Lantern - \$8.00 10% 20% 30% \$9.00 \$10.00 \$11.50



Mom Sparkles Plaque - \$8.0010% 20% 30%
\$9.00 \$10.00 \$11.50



Blue Stone Necklace - \$8.00 10% 20% 30% \$9.00 \$10.00 \$11.50



Light Up Rose - \$7.0010% 20% 30%

\$8.00 \$8.75 \$10.00



Punching Bag - \$7.00<u>10% 20% 30%</u>
\$8.00 \$8.75 \$10.00



Dad Glass Plaque - \$7.0010% 20% 30%

\$8.00 \$8.75 \$10.00



G'pa Glass Plaque - \$7.0010% 20% 30%
\$8.00 \$8.75 \$10.00



Mom Ceramic Heart - \$7.00<u>10% 20% 30%</u>
<u>\$8.00 \$8.75 \$10.00</u>



Dolphin Heart N/L - \$7.0010% 20% 30%

\$8.00 \$8.75 \$10.00

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(School Prices are shown – School will mark up to the desired sell price.)



Mom Crown Necklace - \$7.00 10% 20% 30% \$8.75

\$10.00

\$8.50

\$8.00

\$6.50

Carrent Carrent

Fishing Bear Figure - \$6.25 20% 10% 30% \$8.00

\$9.00

\$7.00



Snowman Snowglobe - \$6.25 10% 20% 30% \$8.00

\$9.00

\$8.50

\$7.50

\$7.00



Butterfly Necklace - \$6.00 10% 20% 30% \$7.50

\$8.75

30%

\$8.50

\$6.75

\$6.50

The state of the s	

Bird Succulent Plant- \$5.85 20% 10% 30% \$7.50

O Classo	YOU'RE A	assic
	Ou	

Dad Tru	ck Plaqu	.e - \$5.85
10%	20%	30%
\$6.50	\$7.50	\$8.50



Mom Turtle Figurine - \$5.85 10% 20% 30% \$7.50



G'ma Turtle Figurine - \$5.85 10% 20%

\$7.50

2000

Flip Friction Car - \$5.85 10% 20% 30% \$6.50 \$7.50 \$8.50

#1 DAD

Dad Football Stand - \$5.25 10% 20% 30% \$6.75 \$6.00 \$7.50



\$6.00

\$6.50

G'pa Football Stand - \$5.25 10% 20% 30% \$6.75



Cross	Necklace	-	\$5.25
10%	20%		300%

The board of the b
Mom

Mom L/U Diamond - \$5.25 10% 20% 30% \$6.75

\$7.50

\$6.00



G'ma L/U Diamond - \$5.25



10% 20% 30% \$6.00 \$6.75 \$7.50







L/U Christmas Tree - \$4.50

10% 20% 30% \$5.00 \$5.75 \$6.50

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Mon	n Mug - S	64.50
10%	20%	30%
\$5.00	\$5.75	\$6.50



Dad	l Mug - \$	4.50
10%	20%	30%
\$5.00	\$5.75	\$6.50



 Grandma Mug - \$4.50

 10%
 20%
 30%

 \$5.00
 \$5.75
 \$6.50



Grandpa Mug - \$4.50<u>10% 20% 30%</u>
\$5.00 \$5.75 \$6.50



Aun	it Mug - \$	4.50
10%	20%	30%
\$5.00	\$5.75	\$6.50



 Uncle Mug - \$4.50

 10%
 20%
 30%

 \$5.00
 \$5.75
 \$6.50



Cocktail Ring - \$4.50<u>10% 20% 30%</u>
\$5.00 \$5.75 \$6.50



Grandma Necklace - \$4.5010% 20% 30%

\$5.00 \$5.75 \$6.50



Plush Dozy Animal - \$4.00 10% 20% 30% \$4.50 \$5.00 \$5.75



Gumball w/ Clip - \$4.0010% 20% 30%

\$4.50 \$5.00 \$5.75



Stretch Dachshund - \$4.0010% 20% 30%
\$4.50 \$5.00 \$5.75



Star of David N/L - \$4.0010% 20% 30%
\$4.50 \$5.00 \$5.75



Jumbo Squeeze Ball - \$4.0010% 20% 30%

\$4.50 \$5.00 \$5.75



\$4.00

3D Wildlife Poster - \$3.50 10% 20% 30%

\$4.50



Dog Toy - \$3.5010% 20% 30%

\$4.00 \$4.50 \$5.00



Fishing Lure - \$3.50 10% 20% 30% \$4.00 \$4.50 \$5.00

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Pull Str	ing Light	t - \$3.50
10%	20%	30%
\$4.00	\$4.50	\$5.00



Glass	Dolphin	- \$3.50
10%	20%	30%
\$4.00	\$4.50	\$5.00



Mom Potholder - \$3.50 10% 20% 30% \$4.00 \$4.50 \$5.00



Grandma Potholder - \$3.50 10% 20% 30% \$4.00 \$4.50 \$5.00











Glitter	Water Baton	ı - \$3.50
10%	20%	30%
\$4.00	\$4.50	\$5.00

Tabletop Basketball - \$3.00 10% 20% 30% \$3.50 \$4.50 \$3.75

Sea L	∡ife l	Block S	et - \$3.0
10%	,)	20%	30%
\$3.50	0	\$3.75	\$4.50

Holida	y Puppy	- \$3.00
10%	20%	30%
\$3.50	\$3.75	\$4.50







Grandma	Heart 1	Bear - \$3.00
10%	20%	30%
\$3.50	\$3.75	\$4.50



Top Dad Ornament - \$3.00 10% 20% 30% \$3.75 \$3.50 \$4.50



Grandpa Trophy K/C - \$3.00 10% 20% 30% \$3.50 \$3.75 \$4.50



Rainbow	Octopus	- \$3.00
10%	20%	30%
\$3.50	\$3.75	\$4.50



Red & Blue Earrings - \$3.00 10% 20% 30% \$3.50 \$3.75 \$4.50



Sister Necklace - \$3.00 10% 20% 30% \$3.50 \$3.75 \$4.50



Bracelet - \$2.70			
10%	20%	30%	
\$3.00	\$3.50	\$4.00	

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Cat Teaser Toy - \$2.70<u>10% 20% 30%</u>
\$3.00 \$3.50 \$4.00



 Overturn Race Car - \$2.70

 10%
 20%
 30%

 \$3.00
 \$3.50
 \$4.00



Mom Flower Pen - \$2.70 10% 20% 30% \$3.00 \$3.50 \$4.00



Grandma Flower Pen - \$2.70 10% 20% 30% \$3.00 \$3.50 \$4.00



Unicorn Play Set - \$2.70<u>10% 20% 30%</u>
\$3.00 \$3.50 \$4.00



Dad or Grandpa Pen - \$2.4010% 20% 30%



Eagle Paperweight - \$2.40<u>10% 20% 30%</u>
\$2.75 \$3.00 \$3.50



Glass Angel - \$2.40 10% 20% 30% \$2.75 \$3.00 \$3.50



Microphone Lip Gloss - \$2.40 10% 20% 30% \$2.75 \$3.00 \$3.50



Nail Polish - \$2.40 10% 20% 30% \$2.75 \$3.00 \$3.50



Plush Donut - \$2.40 10% 20% 30% \$2.75 \$3.00 \$3.50



Stretch Squish Poodle - \$2.40 10% 20% 30% \$2.75 \$3.00 \$3.50



Christmas Keychain - \$2.40 10% 20% 30% \$2.75 \$3.00 \$3.50



Sticky Wrestlers - \$2.40<u>10% 20% 30%</u>
\$2.75 \$3.00 \$3.50



Teacher Pen - \$2.4010% 20% 30%
\$2.75 \$3.00 \$3.50



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Beak	er Slime -	\$2.00
10%	20%	30%
\$2.25	\$2.50	\$3.00



Dad Mo	oney Clip	- \$2.00
10%	20%	30%
\$2.25	\$2.50	\$3.00



Mom	Gift Jar	- \$2.00	
0%	20%	30%	
2 25	\$2.50	\$3.00	





Grandma	Gift Jar	- \$2.00
10%	20%	30%
\$2.25	\$2.50	\$3.00



Silk Butterfly Magnet - \$2.00 10% 20% 30% \$2.25 \$2.50 \$3.00



6 Color Smile Pen - \$1.80 20% \$2.00 \$2.25 \$2.75



Folding Ruler K/C - \$1.80 20% 30% 10% \$2.00 \$2.25 \$2.75



Long Stem Rose - \$1.80 10% 20% 30% \$2.00 \$2.25 \$2.75











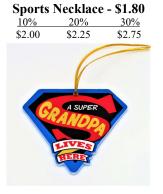
2 C4 T	.cc. D:-	.~ 61 00
3 Stone Ti	many Kn	1g - \$1.80
10%	20%	30%



Aunt M	itten Orn.	\$1.60
10%	20%	30%
\$2.00	\$2.00	\$2.50



Dad '	Wood Orn.	- \$1.60
10%	20%	30%
\$2.00	\$2.00	\$2.50



Grandpa Wood Orn. - \$1.60 30% 10% 20% \$2.00 \$2.00 \$2.50



Uncle Wood Orn. - \$1.60 30% 10% 20% \$2.00 \$2.00 \$2.50



Metallic Coil Spring - \$1.60 30% 10% 20% \$2.00 \$2.00 \$2.50

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Million Dollar Magnet - \$1.60

10%	20%	30%
\$2.00	\$2.00	\$2.50



Sung	glasses -	\$1.20
10%	20%	30%
\$1.50	\$1.50	\$1.75



Dad Clip-On Tag - \$0.80 20% 30% \$1.00 \$1.00 \$1.25



Mini Notepad - \$0.70 10% 20% 30% \$1.00 \$1.00 \$1.00



Mom Trophy - \$1.60 10% 20% 30% \$2.00 \$2.00 \$2.50



Amoeba Putty - \$0.80 20% 10% 30% \$1.00 \$1.00 \$1.25



Grandpa Clip-On Tag - \$0.80 10% 20% 30% \$1.00

\$1.25

\$1.00



Sports Super Ball - \$0.70 10% 20% 30% \$1.00 \$1.00 \$1.00



Grandma Trophy - \$1.60 10% 20% 30% \$2.00 \$2.00 \$2.50



Squish	Sticker	- \$1.35
10%	20%	30%
\$1.50	\$1.75	\$2.00



\$100 Playing Cards - \$0.80 10% 20% 30%

\$1.00	\$1.00	\$1.25
	Co.	\mathcal{L}
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		10

Cookie	Flashligh	ıt - \$0.70
10%	20%	30%
\$1.00	\$1.00	\$1.00



Sticky Snake - \$0.60 10% 20% 30% \$0.75 \$0.75 \$1.00



Diamond Gel Pen - \$0.80 10% 20% 30% \$1.00 \$1.00 \$1.25



Animal Pull Back - \$0.70 10% 20% 30% \$1.00 \$1.00 \$1.00





FUN SERVICES PROVIDES YOU WITH THE FOLLOWING SUPPLIES TO ASSURE YOUR SUCCESS!

(Supplies are available in both Santa's Secret Shop® and Holiday Gift Shop® themes.)

- A. INSTRUCTION BOOKLET. A step-bystep guide for the entire program. Covers Advance Preparations, Running & Closing the Sale, Supplies You'll Find Helpful, Handling Money, Sample Forms and more!
- B. POSTERS. Posters for advertising.





C. TABLECLOTHS & DOOR PANEL.

Decorative tablecloths for the display tables and large full-size door panel for the shop entrance.

- D. NO RESTOCKING FEES. Fun Services does not charge for restocking items.
- **E. MONEY ENVELOPES.** Envelopes help students keep track of their gift list and provide a convenient container to bring money to school.
- F. PRICE LABELS. To identify item costs.
- **G. CARRY HOME BAGS**. Bags to carry home the gifts purchased at the shop

H. COLORFUL MYLAR GIFT BAGS. Keep the gifts secret all the way home with colorful gift bags conveniently printed with "To" and "From" label area. Available in four convenient sizes.



I. FLYERS. Full-color flyers announcing "Holiday Gift Shop Is Coming". Flyers explain the program to parents with details on your school's upcoming shop. Space is provided for school to imprint dates and times of sale.







NO INVENTORY SHOPS

Fun Services no inventory shops offer the same great advantages as our regular shops. All the gifts, supplies, bags, etc. are included in this shop. The only difference (and main <u>advantage</u>) is that there is no beginning or ending inventory to take at the shop.

Fun Services will supply pre-made price labels that can be applied directly on the tablecloth in front of the display items. The price labels will be printed with the cost to charge the customer and will reflect the desired profit level that was chosen by your organization.

Another Great advantage of the No Inventory Shop, is the Free Scanner Cash Register Rental. This allows for the fast and easy check out of your customers just like at the local department store.

To figure out your profit and amount due to Fun Services, simply total up your daily receipts and take out the percentage of profit chosen at the beginning of your shop. All unsold items and money due to Fun Services should be available on your designated date to return to Fun Services.

REGULAR INVENTORY SHOPS

Fun Services regular inventory shops offer your school the flexibility of deciding how much to charge for each individual item. This allows for your organization to mark up some items by different percentages, depending on your preference.

With the regular inventory shop, your final bill is based on the actual number of items sold. Fun Services provides you with a beginning inventory list that includes the prices your school will be charged for each item and the quantity received.

At the end of your shop, your organization counts the leftover merchandise and phones the totals in to our customer service representatives. Fun Services will then call you back with the total amount due. An itemized computer print-out will then be provided showing in detail how much of each item was sold, the cost of each item and the price range of items sold.



Virtual Shopping Available!



The virtual option allows students, family and friends to shop via our online platform from the comfort and safety of home.

Once the shop selling window closes, we will pack and deliver your gifts via UPS/USPS. Our new system is also cashless, so you don't have to worry about collecting any funds; parents pay for their student's order directly on our online platform.

All Virtual Orders are tracked via a 10% Discount code specific to your school or organization. The website is available year round at www.giftshopva.com. Please use code FS2023 for a 10% discount and as a sample of how your school code will work for the sale.

NOTE: Online prices may be different from costs at the shop due to each schools profit selection. All schools receive 15% profit on their school specific online sales during the shop.

Fun Services has joined forces with Toys For Tots.

Over \$500,000 in Toys donated to Toys For Tots.

This is a great way to use the Holiday Gift Shop to Give Back to the community and help those in need.







Fun Services will carry 4 items in the Holiday Gift Shop line for 2023 dedicated to Toys For Tots. For every one of these items purchased, Fun Services will donate one toy to Toys For Tots.



Pre-Paid Vouchers allow for acceptance of credit cards.

Fun Services has teamed up with Pay Thank You to provide a pre-paid voucher service. This allows parents to purchase vouchers online via our secure credit card service. The parents can then fill in the voucher provided by Fun Services and send in with the children to purchase gifts at the shop. Each school will have access to their very own credit card site to see transactions or to confirm a child has purchased a voucher should the child forget at home.

If any child doesn't use the full amount of the voucher, simply refund the difference to the child in cash just like any other transaction. Please note a convenience fee is charged and paid by the parent at the time of purchase.

RELIABLE RE-ORDER SERVICE

Before your sale, Fun Services® delivers more than enough merchandise to run your whole Holiday Gift Shop® program. However, during the sale, if you ever need more merchandise or supplies, just call in a **RE-ORDER**.

Fun Services <u>does not limit the number of re-orders</u> that may be placed once your shop has started. Our goal is to make sure that the last child to shop has as good a selection as the first child to shop.

All re-orders <u>emailed</u>, <u>phoned</u> or <u>faxed</u> by 4PM will be delivered the NEXT DAY - INCLUDING SATURDAYS!









COMPARISON CHART

HOLIDAY GIFT SHOP® SANTA'S SECRET SHOP® FEATURES	FUN SERVICES	AVERAGE COMPANY	YOUR COMPARISON
Family Owned	√		
Mid-Atlantic Business	√	X	
Toys For Tots® Partnership	√	X	
Re-Orders:			
- Next Morning	Before shop opens	Whenever UPS or FedEx arrives	
- Deadline to order	Reorder as late as 4PM	Most by 1PM	
- # of allowed during shop	Unlimited		
- Evening/Weekend	Upon Request		
Accept VISA/Mastercard via secure voucher	V		
100% Consignment	V		
Delivery via Company Truck	√		
Self Sealing Gift Bags	V		
Programmed Cash Register (with barcodes)	√	x	
Local Sports Teams	√		
Chairperson Success Manual	√		
Full Color Parent Letters (Bilingual upon request)	V		
Large Promotional Posters	√		
Money/Shopping Envelopes	V		
Giant Door Panel	V		
Decorative Tablecloths	V	1	
Over 80 Gifts Priced Less Than \$5.00	√		
Satisfaction Guarantee	V		
Virtual Shopping Website	√		
Sign-Up Incentives	√		













HOW DO I SIGN-UP?

Fun Services offers 4 Great Ways to sign-up for the Holiday Gift Shop® Program:

- 1. On-Line at https://www.HolidayGiftShopVA.com
 - 2. Mail or Fax back a customer agreement.
 (Blank agreement is available on our website.)
- 3. Call Fun Services at the phone numbers listed above.
 - 4. Visit us at one of our Open Houses.

FUN FAIRS

Fun Services offers a variety of items for a successful Fun Fair including:



Mechanical Rides Concessions Game Booths Prizes Moonbounces Rock Walls Slides and more.



One Price Play All Event Wristband Carnivals Available!