



NAME & CONSULTANT ID: _____

Fundraising Educational Exam

1. The purpose of the Jordan Essentials Fundraising program is what?
 - a. Helping organizations sell wrapping paper
 - b. Helping kids keep busy during the school year even if they do not make money
 - c. Helping organizations raise funds for their programs, causes and initiatives
2. Which products does the JE Fundraising Program offer?
 - a. Mineral Makeup
 - b. Magnesium Products
 - c. Lotion Bars, Happy Feet Set and a specially designed Joyful Jordan Box
3. Which fragrances are offered?
 - a. All Signature Fragrances
 - b. Black Raspberry Vanilla, Lavender & Eucalyptus, Sea Spa, Oatmeal Milk & Honey, Naturally Unscented
 - c. No fragrances are offered. All are unscented
4. Do we personalize Lotion Bars?
 - a. Yes
 - b. No
5. Is there a fee to become a Fundraising Coordinator?
 - a. Yes
 - b. No
6. Who are the best fundraising organizations?
 - a. Schools
 - b. Sports teams
 - c. Clubs
 - d. All of the above
7. How long should a fundraiser last?
 - a. 2 months
 - b. As long as they want
 - c. 2 weeks
8. Do I make money with my fundraiser?
 - a. Yes
 - b. No
9. Signature Fragrance Lotion Bar minimum profit for the organization is:
 - a. 40%
 - b. 35%
 - c. 25%
10. True or False, the organization has to have a tax ID number to do a fundraiser.
 - a. True
 - b. False



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11. How much is the custom logo design fee for Lotion Bars?
 - a. \$25
 - b. \$100
 - c. \$5000

12. The minimum order for a fundraiser is:
 - a. \$600
 - b. \$200
 - c. \$1000

13. Do regular shipping rates apply for fundraising orders?
 - a. Yes
 - b. No

14. What will happen if I use the specially priced fundraising products outside of their intended use?
 - a. My JE account will be terminated
 - b. Nothing. I can use fundraisers for anything I like
 - c. I could be subject to fines and penalties
 - d. Both A and C

15. Does a fundraising order count towards trips?
 - a. Yes, as personal sales volume on 60% of the retail sales.
 - b. No sales volume is counted for points.

16. Does a fundraising order count toward personal and team commissions?
 - a. Yes, as personal sales volume on 60% of the retail sales.
 - b. No sales volume is counted on Fundraisers.

17. Most organizations that use fundraising are tax exempt if they provide the required documents. What must you do to not charge and collect tax in this situation?
 - a. Nothing the state always know who is tax exempt.
 - b. Collect Sales Tax letter, send copy to JE and ask to have their sales tax turned off prior t order entry.
 - c. Collect the Sales Tax letter and file for personal taxes later.
 - d. Both A and C

Mail or fax your completed Fundraising Educational Exam to the home office. Upon verification, the Fundraising Catalog will be added to your catalog selections in your Online Business Center.

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