THE LION MINTS PROGRAM

How To Approach Merchants

- ♦ Ask if the merchant is familiar with the Lions mission.
- ◆Request Counter space for Lions Mints, and be sure to say it will only take a small space.
- ♦Look around—find a desirable spot which has visibility and accessibility.
- ♦ Assume a humble attitude, don't be pushy or demanding.

How To Service Accounts

- ◆Always keep your candy displays filled with candy. Some will only need monthly service, while others will need service every 3–4 days in high volume places.
- ♦ It is not a good policy to leave too many extra mints at a site for employees to fill trays with as too much money will accumulate.
- ♦ If theft is suspected, seal the bottom of the tray with a sticker that would have to be broken if the tray is tampered with. This tends to deter such activity.
- ◆ Keep your display clean, signs should be clean and have supplier's name and phone number on the back. Collection trays and containers should be clean, if not, switch for a clean one. Boxes sometimes collect debris—be sure dust hasn't collected, and Remember that empty Trays mean poor public relations and less help for community needs.

How To Build Public Support

◆Form a relationship with business owners and their employees. Tell them about Lions and the things your Club does for the community – glasses, hearing aids, youth programs (baseball teams, swim teams and band camps). People will be more inclined to monitor the mint displays for you, and it is a great way to recruit new members for your Lions Club.



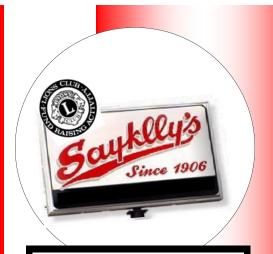
Suggested Account Locations

Airports
Bus Stations
Beauty Salons
Nail Salons
Barber Shops
Insurance Offices
Visitor Centers
Telephone Stores
Dry Cleaners
Golf Pro Shops
Car Dealerships
Chiropractors

Banks & Credit Unions
Travel Agencies
Government Offices
Courthouses
City Offices
Flower Shops
Eye Doctors
Chamber of Commerce
Funeral Homes
Hardware Stores
Car Waiting Rooms
Medical/Dental Offices

Restaurants (especially fast food places–try to place a double tray because of volume)

Any retail business that has a good volume of walk-ins such as card shops, shoe stores,



Nearly 100 Years Experience in the Candy Business

LION
MINTS
DIVISION

5730 Executive Drive, Lansing, Michigan 48911 Toll Free: 866-220-0213 Voice: 517-887-7258 Fax: 517-887-6642

Web Site: www.lionmints.net

| Qty. | ltem | Unit Price | Total | |
|-------|--|-----------------------|-------|--|
| | Peppermint - 576 Rolls (Shipping Included To Business Address) | \$125 - \$135 - \$145 | | |
| | Wintergreen - 576 Rolls (Shipping Included To Business Address) | \$125 - \$135 - \$145 | | |
| | Fizzy Fruit Candy - 576 Rolls (Shipping Included To Business Address) | \$125 - \$135 - \$145 | | |
| | SF Spearmint - 576 Rolls (Shipping Included To Business Address) | \$125 - \$135 - \$145 | | |
| | Peppermint DROPS - 4,500 Mints (Shipping Included To Business Address) | \$110 - \$115 - \$120 | | |
| | Wintergreen DROPS - 4,500 Mints (Shipping Included To Business Address) | \$110 - \$115 - \$120 | | |
| | Mint Trays: Hold 24 Lion Mint Rolls (Shipping Not Included) | \$ 3.00 | | |
| | Piggyback Racks: Stack Two Mint Trays (Shipping Not Included) | \$ 3.00 | | |
| | Tray Backs: Price Signs - 50¢ Imprint (Shipping Not Included) | \$ 0.75 | | |
| | Acrylic Trays: Hold 1,500 Lion Mint Drops (Shipping Not Included) | \$ 30.00 | | |
| | Mint Starter Kit | FREE | | |
| | Shipping Charge - Residential Address | \$5.00 | | |
| TOTAL | | | | |

| Date: | _ Club Name: | | |
|--------------------|--------------|--------|-----------------|
| Ship To: | | | |
| Street Address: | | | |
| City/State/Zip: | | | |
| Daytime Telephone: | | Email: | |
| Bill To: | | | |
| Street Address: | | ······ | Office Use Only |
| City/State/Zip: | | | Shipped: |

LION MINT ROLLS



Peppermint
Wintergreen
Fizzy Fruit
Spearmint SF
12 Pieces/Roll
576 Rolls/Case
48 Boxes/Case

LION MINT DROPS

Peppermint



Size: 1" X 1 1/2"
Individually Wrapped
4,500 Pieces/Case
6 Boxes/Case
750 Pieces/Box

Wintergreen





Acrylic Tray



TRAY BACKS





PIGGYBACK RACKS