

## 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.

# ORIGINAL



- ◆ Big Mints!
- ◆ Big Taste!
- ◆ Big Profits!

### Suggested Account Locations

- |                   |                        |
|-------------------|------------------------|
| Airports          | Banks & Credit Unions  |
| Bus Stations      | Travel Agencies        |
| Beauty Salons     | Government Offices     |
| Nail Salons       | Courthouses            |
| Barber Shops      | City Offices           |
| Insurance Offices | Flower Shops           |
| Visitor Centers   | Eye Doctors            |
| Telephone Stores  | Chamber of Commerce    |
| Dry Cleaners      | Funeral Homes          |
| Golf Pro Shops    | Hardware Stores        |
| Car Dealerships   | Car Waiting Rooms      |
| Chiropractors     | 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](http://www.lionmints.net)

Qty.	Item	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 <b>DROPS</b> - 4,500 Mints (Shipping Included To Business Address)	\$110 - \$115 - \$120	
	Wintergreen <b>DROPS</b> - 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	<b>FREE</b>	
	Shipping Charge - Residential Address	\$5.00	
<b>TOTAL</b>			

Date: \_\_\_\_\_ Club Name: \_\_\_\_\_

Ship To: \_\_\_\_\_

Street Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Daytime Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Bill To: \_\_\_\_\_

Street Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Office Use Only  
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



Mint Tray



PIGGYBACK RACKS