

## Feedback

Thank you for your purchase. As this is a pilot program, we'd love feedback from you, to try and make this program better going forward.

### Product

- What do you think of the StikPockets™ themselves?
- Would you buy StikPockets™ again?
- Would you like to see different designs used?
- We ordered three times as many black StikPockets™ as white StikPockets™. Was this a good balance?

### Pricing

- Did you think the suggested price point was fair?
- Did you sell them for more or less than suggested?
- The cost of StikPockets™ is determined by the number of colors used (more colors, more money per unit), and the quantity purchased (larger quantity, less money per unit). With that in mind...
  - Would you rather the StikPockets™ cost less, but be less colorful?
  - Would you rather the StikPockets™ cost more, but be more colorful?

### Awareness

- Did a StikPocket™ help you to start a conversation with someone not familiar with Job's Daughters?

### Demand

- If you gave these as gifts, were the recipients excited?
- If you used these as incentives, were they effective incentives for the Daughters?
- Was there interest in this product outside the Masonic family?

### Purchasing

- If you bought these with a credit/debit card, was that helpful?
- Would you like the option to order these online in the future?

Any and all feedback is appreciated! Feel free to share with us on the Long Range Planning facebook page, or at [jdi.stikpockets@gmail.com](mailto:jdi.stikpockets@gmail.com).

Thank you,  
Long Range Planning Committee

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## Pricing

Suggested Retail Price of a StikPocket™ is \$3.50 for 1, \$6 for 2. The chart below shows the profit margin depending on where you set the price.

Bundle	30		50	
Cost per bundle	US \$45.00		US \$70.00	
Cost per unit	\$1.50		\$1.40	
PROFIT PER	UNIT	2-PACK	UNIT	2-PACK
Net \$2/\$3	\$0.50	\$0.00	\$0.60	\$0.20
Profit for bundle	\$15.00	\$0.00	\$30.00	\$5.00
Net \$3/\$5	\$1.50	\$2.00	\$1.60	\$2.20
Profit for bundle	\$45.00	\$30.00	\$80.00	\$55.00
Net \$3.50/\$6	\$2.00	\$3.00	\$2.10	\$3.20
Profit for bundle	\$60.00	\$45.00	\$105.00	\$80.00

Example 1: If you buy a 30 pack and sell all of them \$3 for 1, or \$5 for 2, you will profit between **\$30 and \$45**.

Example 2: If you buy a 50 pack and sell them \$3.50 for 1, and \$6 for 2, you will profit between **\$80 and \$105**.

Example 3: If you buy a 50 pack and sell 20 for \$5 each (no 2-packs), you will profit **\$30** (net of \$100 minus cost of \$70), and still have 30 left over to hand out as gifts (to prospects, etc.)



## Gifts/Incentive Program

You are under NO OBLIGATION to sell StikPockets™ on behalf of Job's Daughters International®.

If instead you would like to give these away as gifts, we think that is a wonderful idea. Some suggestions for how to gift/reward using StikPockets™:

- attached to a prospect's petition
- best ritual during a meeting
- Spirit Award (earned via points system)
- passing the Proficiency Test
- signing a petition
- successful completion of a charity/fundraiser project

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## Tracking Form

Name	Qty	Total (\$)
<b>Total</b>		

This form is for your own tracking purposes. No need to turn this, or any funds collected, into the Long Range Planning Committee or the Supreme Guardian Council.

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THANK YOU for purchasing a bundle of StikPockets™ and supporting Job's Daughters International®!

StikPockets™ can turn any smartphone into a wallet!

Simply TRIM the StikPocket™ to fit your phone, PLACE two cards on the back of your phone for recommended spacing, and REMOVE stickers labled (1) and (2). Add cards/ID/cash and GO!

StikPockets™ can also be used on tablets, laptops, binders, or anywhere else you might want to keep your plastic or business cards handy.

PRICE FOR 1: \_\_\_\_\_ PRICE FOR 2: \_\_\_\_\_



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### In this bundle

Circle one:

- 30 StikPockets™ (22 black, 8 white)
- 50 StikPockets™ (37 black, 13 white)
- Pricing chart
- Incentive ideas
- Feedback request
- Additional tracking form



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