

Thank you for your interest in Fothergill Photography. We offer your league a choice of a year-to-year program or a 3-year, performance-based agreement with lots of perks for the league.

Our program is very simple. For leagues entering into a 3-year agreement, we offer a base of \$5.00 donation per lettered package, (A, B, C... etc...) Our prices range from \$18.00 to \$48.00 on these lettered packages. Purchases of lettered packages makes up approximately 80% of sales on picture day. As you can see on the page labeled "Attachment 1", we also offer donations that include plaques for coaches, sponsors or both. If you choose to do business with us on a year-to-year basis, simply reduce the donation amounts on "Attachment 1" by \$1.00. In other words, the \$5.00 donation becomes \$4.00, the \$3.00 becomes \$2.00, etc. That information is attached.

We are also attaching a brief explanation of the other options we include if you decide to enter into a 3-year, performance-based agreement with us. The page labeled "Attachment 2" is a list of league-wide items that can be included in a 3-year agreement. If you choose this option, your league would select one of these items to be included in the package of every child who orders a lettered package. Making this information known to parents will help to increase package sales, which increases our donation to your league. In place of the league wide item, you may choose to have us provide a FREE 3'x6' banner for each of your All Star or traveling teams. If you have any questions regarding either of these options, feel free to give us a call.

Once you have booked your date(s), we will provide you with envelopes to be handed out to the players. We will also work with you regarding the scheduling for picture day. We will supply you with a letter that you can give to the coach or Team Mom. This letter gives some instructions and some suggestions to make Picture Day run smoothly. We will also set up a special page for your league on www.fothergillphoto.com. We will use that page to communicate with your league's parents regarding schedules and poses. We also include FAQ's and a pre-pay option, so please feel free to share the link on your website.

When we're done with the photography on picture day, one of us will sit down with a league representative to count the number of packages sold. As soon as that is done, we write you the donation check on the spot.

We are available to give a short presentation to your board if you desire. We can also provide you with samples and recommendations upon request.

We look forward to the opportunity to serve you!

Mickey and Cathy Fothergill, Fothergill Photography
251 Mulberry Cove
Onalaska Texas, 77360

Home/Office: 936-646-7351, Cathy's Cell: 936-433-9758, Mickey's Cell: 936-252-0199

**Fothergill Photo
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Onalaska, TX 77360
936-646-7351**

Basics of 3-year agreement

At Fothergill Photography, we offer several incentives to leagues that choose to enter into a 3-year agreement with Fothergill Photo. The reasons to participate in this program are numerous but a few of them are listed below:

- **Unique products at no charge or at extremely discounted prices:** We offer a free product for each child who orders photographs, plus other perks for coaches.
- **A simple, yet highly effective fund-raising program:** Your league will receive a check on picture day according to the donation option you've chosen for your league.
- **Guaranteed, protected pricing on products for three years:** You will know exactly how much your league's photos will cost for the period covered under the agreement.
- **Peace of mind and time savings knowing that photographic services are secured, year after year**
- **Access to products that are not available from any other photographer in the area.** We have executed exclusive supply and licensing agreements with our vendors.
- **The benefit of our combined years of photographic experience.**
- **Access to photographers who understand the unique problems that leagues face.** We had the pleasure of participating in league leadership for several years.

An example of the details of the first year of such an agreement would be as follows:

- **Your League** will receive the donation option (your choice) as defined on the attachment 1.
- **Your League** will receive **2 free 5x7 team pictures** of each team for coaches.
- **Fothergill Photo** will furnish **EITHER: 1 free item** (your choice) from attachment 2 for each child who supports your league by purchasing a package.
- **Fothergill Photo** guarantees your league that prices for products and services are fully disclosed for the entire 3-year period. No surprises!
- **Fothergill Photo** will provide each Head Coach with a **free 5x7 picture of the coach** with his/her child.

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League Donation Options
2019
Attachment 1

The Following donations are based on leagues of 100 to 300 participants in size. For leagues with 50-99 participants, please reduce each option by \$1.00. For leagues with under 50 or over 300 participants, contact us for quotes.

The following donations are based on ONE Picture Day per league. We understand that leagues with over 300 participants may require more than one Picture Day. Note: if individual teams ask for a special picture day, no donation will be tendered for that team. This helps offset the additional costs incurred by Fothergill Photo in fulfilling these requests.

Option A:

\$5.00 to the league for each individual who orders items identified by a letter. For example, an order of package A, B C, etc., would qualify for a donation. An order for item 19, 20, 21, etc., would not. (This amounts to approximately 13-15% of gross sales)

Option B:

\$3.00 to the league for each individual who orders items identified by a letter, and 1 Sponsor Plaque per team (Your league saves \$20 per plaque)

Option C:

\$3.00 to the league for each individual who orders items identified by a letter, and 1 Coach's Plaque per team (Your league saves \$20 per plaque)

Option D:

\$2.00 to the league for each individual who orders items identified by a letter, and 1 Sponsor Plaque and 1 Coach's plaques per team (Your league saves \$20 per plaque)

Option E:

\$2.00 to the league for each individual who orders items identified by a letter, and 2 Coach's plaques per team (Your league saves \$20 per plaque)**Coach and/or Sponsor Appreciation Prints are available on a case by case basis. (a \$12 value per print)

***The donation amount is calculated and paid the same day the photos are taken. Sponsor and Coach Plaques include generic engraving and are delivered at the same time as the individual photos. If you wish to have personalized engraving for Coach and Sponsor items, there is a slight adjustment to the cash donation amount.

Preferred League Value Program Agreement Offered exclusively by:

**Fothergill Photo
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936-646-7351**

Attachment 2

Free League Wide Items List for 3-year Agreements only

2019

- Option 1) 1-Key Tag
- Option 2) 1-Magnet Frame (3.5x4.5 photo not included)
- Option 3) 1-Bag Tag (Laminated Style, with plastic strap)
- Option 4) 1-Photo Button
- Option 5) 1-Photo Magnet
- Option 6) 1-Key Chain with 2 wallets
- Option 7) 1-Book Mark
- Option 8) 1-2x3 Border Acrylic Magnet
- Option 9) 1-2x3 Border Acrylic Pin
- Option 10) 1-Calendar (Individual)
- Option 11) 1-Calendar (Group)
- Option 12) 1-Memory Mate Key Chain
- Option 13) 1-Ornament
- Option 14) 1-ID Card