



# Cotillion 2024

## Souvenir Journal Workshop

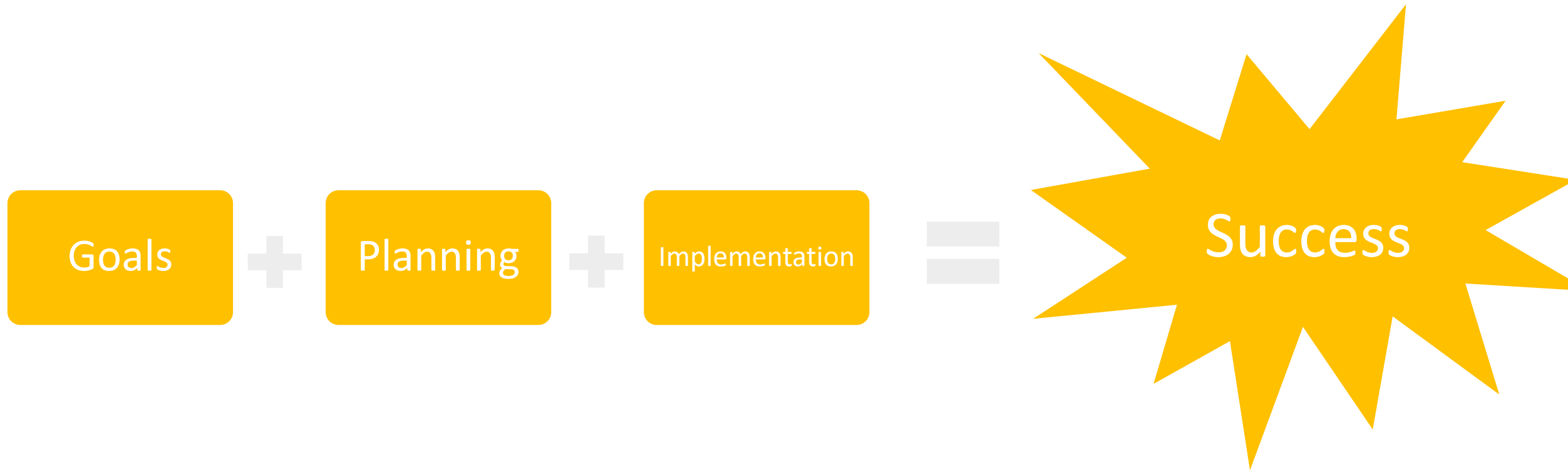
**SPONSORED BY THE DEED FOUNDATION & THE KANSAS CITY  
MISSOURI ALUMNAE CHAPTER OF DELTA SIGMA THETA SORORITY, INC.**



# AGENDA

- **SUCCESSFUL MARKETING**
- **PARTICIPANT PROFILE**
- **AD AND PATRON DETAILS**
  - Pricing
  - Creating & uploading ads
  - Submitting
- **DUE DATES**
- **QUESTIONS**

# FORMULA FOR SUCCESSFUL MARKETING



# SET YOUR GOALS

- 1 You must raise a minimum of \$750 in ad sales\*
- 2 Determine your target audience
- 3 Determine your strategy



<b>SMART Goals</b>	
<b>S</b> pecific	Know exactly what you are wanting to accomplish.
<b>M</b> easurable	How will you know you met your goal?
<b>A</b> chievable	Make sure your goal is not too far to reach, but far enough to be challenging.
<b>R</b> elevant	Link the goal to something important to you; something that inspires you.
<b>T</b> imely	When do you want your goal to be met?

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\*To be a top winner in Souvenir Journal ad sales you must generate well over the \$750 minimum

# DETERMINE TARGET AUDIENCE

Delta who recommended you

Relatives (distant & close)

Godparents

Play Brother/Sister

Pastor/Pastor's Wife

Church Members

Sunday School Teacher

Church Choir Members

Church Groups & Ministries

Employer

Extracurricular Leaders

Nail Technician

Neighbors

Doctor/Dentist/Nurse

Teachers (past & present)

Coaches (past & present)

Schoolmates

Social Media Friends

Past supporters

Librarian

Car Dealerships

Volunteer Agencies

Barber/Hairdresser

Realtor

Bank (yours & parents)

Parents' co-workers

Parents' business associates

Parents' Alumni Groups

Parents' Clubs, Sororities,

Fraternities

Mentors

Deltas!!! – find some and ask

Get help from your parents/family/friends

# PLAN FOR SUCCESS

- Create letters, brochures, and other resources to market yourself
- Write your sales script (Be sure to tell supporters that ad proceeds go directly towards the scholarship fund)
- Maintain a marketing schedule
- Keep track of your sales

# SAMPLE LETTER

Dear Friend,

Our son/daughter, \_\_\_\_\_, who will be graduating from \_\_\_\_\_ High School this year, has been selected to be a participant in Cotillion 2024. Cotillion is a scholarship program sponsored by the Foundation for Delta Educational and Economic Development (DEED) and Delta Sigma Theta Sorority, Inc., Kansas City (MO) Alumnae Chapter. This program will culminate in a virtual Formal Presentation and Scholarship Recognition Program to be held on Saturday, March 30, 2024.

We hope you will support us by being one of our patrons and/or attending this momentous event. Attached is the ad order form and a sample page that you may use to design a special message for \_\_\_\_\_; or, if you wish, you may attach a business card and we can have it printed in the Souvenir Journal.

We will need to receive a copy of the order form, ad, and money for advertisements by February 11, 2024. You may pay via check made payable to DEED or online at [www.deedkcmo.org/cotillion/support-the-participants/](http://www.deedkcmo.org/cotillion/support-the-participants/) Monies generated annually through the Cotillion are used to provide scholarships which are shared by all participants.

Thank you for your participation in this event. Cotillion is a milestone in \_\_\_\_\_'s life and it is certainly our pleasure to share it with our family and closest friends.

Sincerely,

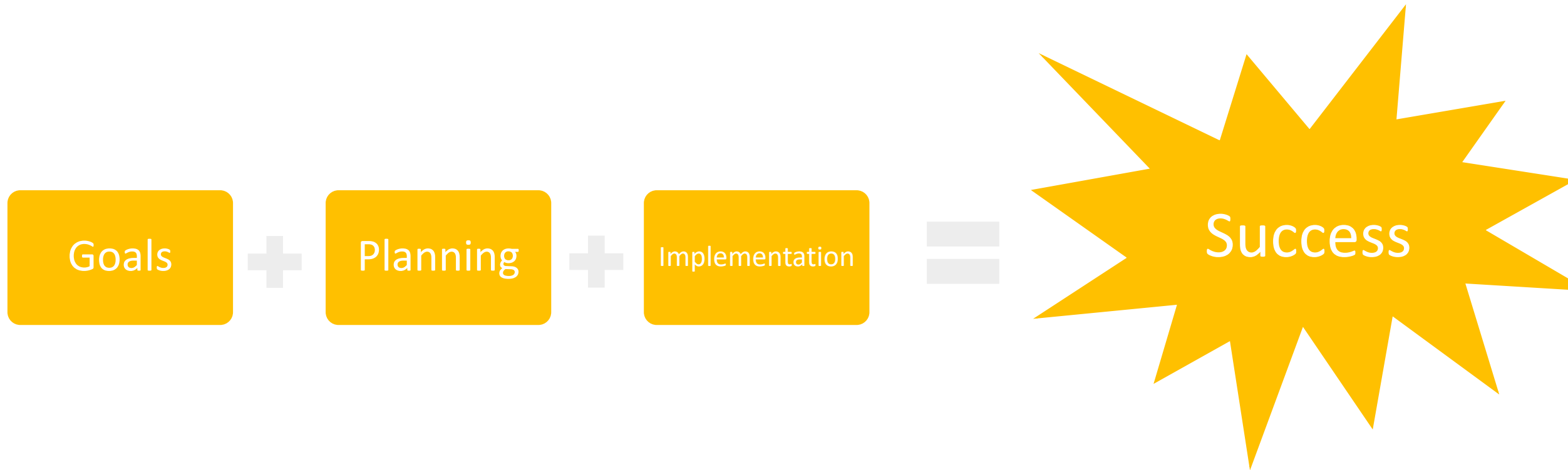
John and Jane Parent

# IMPLEMENT YOUR PLAN

- Practice your sales script
- Call your contacts
- Follow-up with your contacts
- Collect/create ad and payment
- Create ad using the appropriate template
- Review for errors
- Collect information
- Track ad submissions and payment
- Thank your supporters



# TO REVIEW



# PARTICIPANT PROFILES



*Denika*  
Nicole Williams

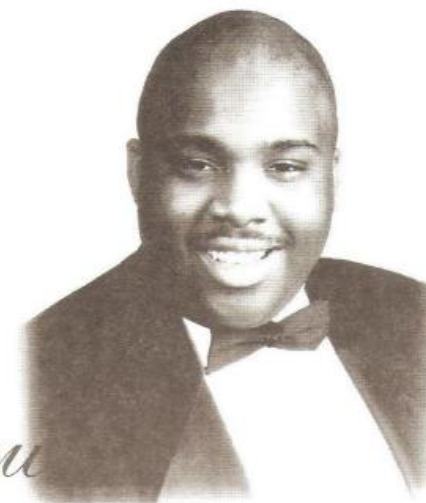
Parents: Robert Lee Williams & Beatrice B. Williams  
 School: O'Hara High School  
 Activities: Varsity Track; Varsity Cheerleader-Captain for three years; Pep Club; TREND; Gospel Choir; Ethnic Advisory; Youth as Resources; YPD-Vice-President  
 Honors: Intensive Studies Program; Cheerleader of the Year  
 Goal(s): "To attend a four year college and become a pediatrician; to always keep God in my life"  
 Mentor: Ms. Stacia Reed



*Le Erik*  
Anthony M...

Parents: Carol L. Ragland Jones & Lonnie Ragland  
 School: Lincoln College Preparatory Academy  
 Activities: Summer Debate Institute; Debate Kansas; Amnesty International; Co-Editor of Yearbook; Photojournalism; Young Women's Pre-College Leadership Program; Business Africa Conference  
 Honors: Honor Roll; Who's Who Among American High School Students; Debate Best Speaker Award; Outstanding Leadership Award  
 Goal(s): "To successfully complete, majoring in Mass Communications and minoring in Political Science and to use Knowledge and life's experiences to help my path in life, helping others along the way"  
 Mentor: Ms. Toyia Cavole

Parents: Wanda Williams & Eli Williams  
 School: Ruskin High School  
 Activities: Golden Eagle Marching & Symphonic Band; Peer Tutor; Conflict mediator, Jack & Jill of America KCMO Chapter-Teen chapter President and Central Region Chaplain; Debate and National Forensics League member; NAACP executive board member; Teen Talk radio show on 1590 AM; Palestine Missionary Baptist Church - Gospelaire Youth Choir, Usher Board #2, Royal Ambassador Youth Council  
 Honors: Debate Speaker of the Year - 1998; NAACP Act-so Poetry competition gold medal 1998; NAACP Act-so essay competition bronze medal 1999; People to People student ambassador Australia 1995; Banned Books poetry and talent showcase 1998; National Leadership and service award 1998-99; United States All American High School Scholar 1997-2000  
 Goal(s): "To graduate from Emory University and by age 35 to have worked and bought shares in Ford Motor Company; to become the first Black CEO and President of a big three automobile company."  
 Mentor: Ms. Cicely Powell



*Matthew*  
Williams

*Annetta*  
Ragland

# PARTICIPANT PROFILE

A headshot, a full-length casual photo, participant profile and words of encouragement will be included in the Cotillion Souvenir Journal

- You will take a professional headshot that will be included as part of this profile on Sunday, November 12, 2023.
- You will need to **complete your participant profile by December 17**, including **uploading a full-length picture** of you doing something you enjoy. (***NOTE: draft participant profile is due November 12***)
  - Access and submit the participant profile form via: [https://form.jotform.com/DEED\\_Foundation/ProfileSubmission](https://form.jotform.com/DEED_Foundation/ProfileSubmission) or choose Cotillion – Participant Profile Form – from the DEED website (www.deedkcmo.org)
  - Upload your casual photo (name it your first and last name) to your Box folder
- Profile should include 3-5 recent involvement and accomplishments:
  - School/Extracurricular activities including honors received & leadership roles
  - Church
  - Community service activities
  - Also include the number of years involved in the activity (ex: 5 yrs.)
- A **note of encouragement from parents/guardians is due by January 14**
  - Access and submit the form via: <https://forms.gle/xhcXAXcPukZrodxF9>

# Justice R. Bailey

Daughter of

Ms. Thomasean Broom and Mr. Justin Bailey

## Blue Valley North High School

Coalition (race project)  
(4 years)  
Black Student Union (4 years)  
Track & Field (3 years)  
Football Manager (3 years)  
Diversity Club (2 years)



Glory Bible  
International  
Fellowship Church  
Team Believe AAU  
(5 years)

Community Service  
Delta GEMS (2 years)  
Peer Volunteer (disabled)  
(2 years)  
5K Charity Run/Walk  
(2 years)

**Most Memorable Moment:** One of the best Memorable Moments I experienced was at New York Fashion Week with my mom, Thomasean Broom. We had set forth on a week-long business trip as my mom was featured in a fashion show for her upcoming brand. My mom and I had a great opportunity to build our relationship and experience mother-and-daughter bonding. During the course of events, I was able to capture a significant moment of my mom as a designer! Seeing her eyes light up like a child, brought tears of joy, as I'm able to see her dreams come true. As a mother, she had responsibilities to take care of (children), leaving her to hit a pause on her own inspirations and dreams. The best moment captured was her excitement after her models walked, and I captured a picture of her in the busy streets of Times Square! Overall, I learned all dreams can come true if you are truly passionate about your craft.

# Justice R. Bailey

Daughter of

Ms. Thomasean Broom and Mr. Justin Bailey



**Motto:** "You have the power to change perception, to inspire and empower, and to show people how to embrace their complications, and see the flaws and the true beauty and strength that's inside all of us." - Beyoncé Knowles

**Goals:** Upon graduation, I plan to intern here in the Kansas City area over the summer. In the following academic year, fall of 2023, I will attend Clark Atlanta University (HBCU) to major in marketing. My goal is to attain a bachelor's degree and build connections with my peers. During my years of college, I will strive to push my clothing business and advance into the fashion industry using my degree. As my future career is undecided, I have a general idea of working in fashion, while simultaneously continuing my business.

**Words of Encouragement from Parents:** Justice, from the moment you were born I knew you'd be an intelligent and strong willed woman. You've always made your own way and have never given up even when faced with adversity. Please keep chasing your dreams and becoming the woman I know you are destined to be. Keep being head strong and passionate about your goals in life. Never forget who you are inside and know that I will always stand behind you! To say that I am proud of you does not even begin to describe how I feel! Your journey is just beginning and may it be filled with and abundance of joy and adventure! My only daughter, I love you more than life! Love Always, Mom

Participant Profile  
Name and  
Parent/Guardian  
syntax examples

*Justice R. Bailey*

*Daughter of*

*Ms. Thomasean Broom and Mr. Justin Bailey*

*Amyrah Cheadle*

*Daughter of*

*Mr. Gary and Mrs. Sonja Cheadle*

*Tarik LaMonte' Gill*

*Son of*

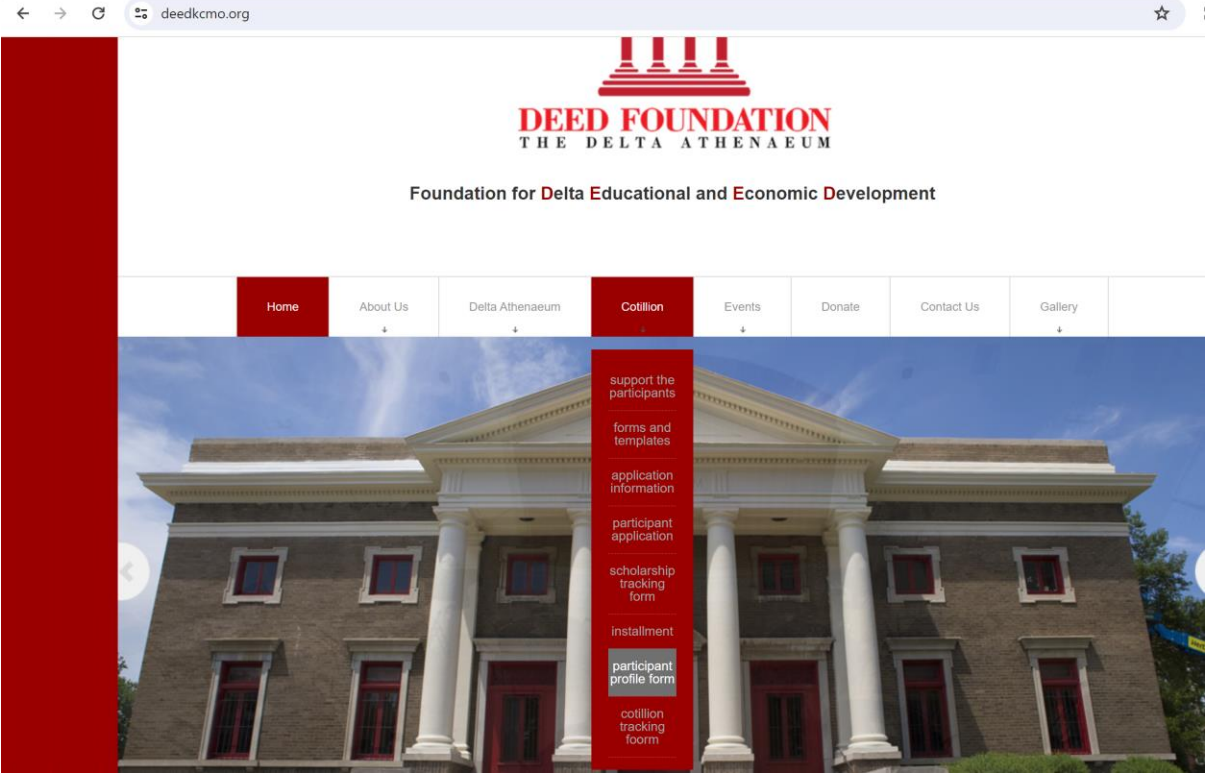
*Mr. Dana Wooten and Mrs. La Cretia Wooten*

*Zayne Haley-Allean Rice*

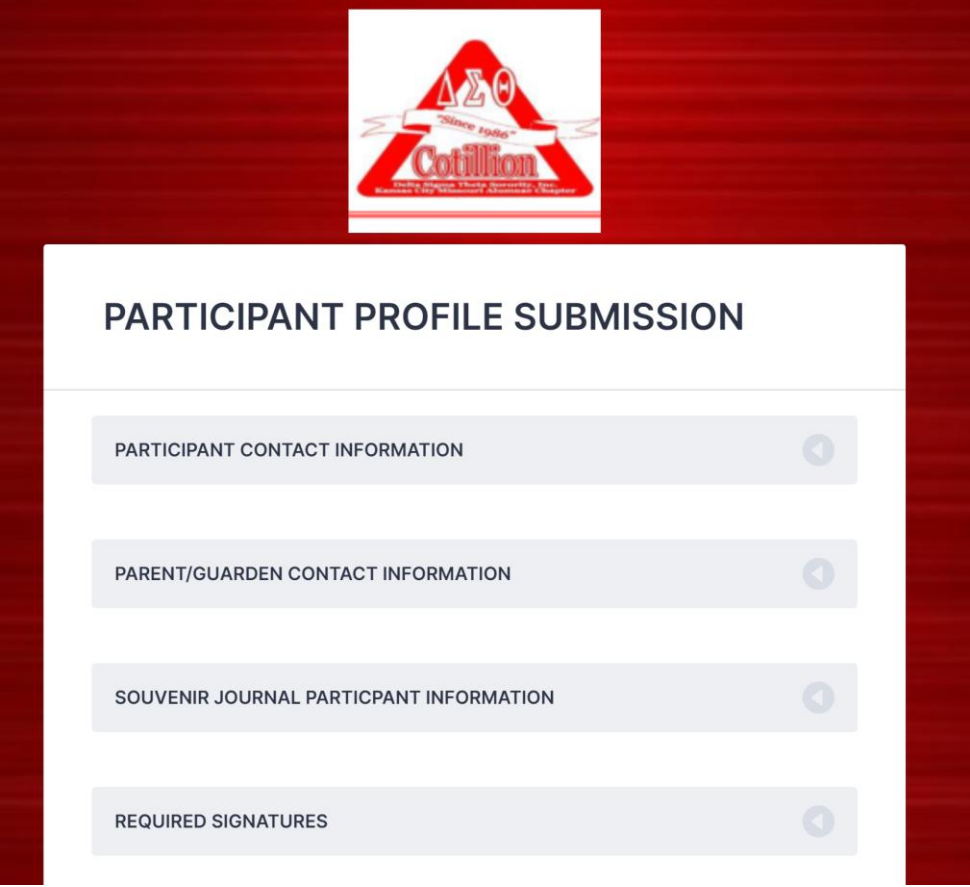
*Daughter of*

*Mr. and Mrs. Glenn E. Rice*

# DOCUMENTS ON WEBSITE – PARTICIPANT PROFILE FORM



www.deedkcmo.org – Cotillion – Participant Profile Form



[https://form.jotform.com/DEED\\_Foundation/ProfileSubmission](https://form.jotform.com/DEED_Foundation/ProfileSubmission)

# FAMILY MEMBERS WHO WERE IN COTILLION (EXAMPLE)


File Name: Family Members Who Were In Cotillion.xlsx

Participant Name: Markus Smith


Family Members who participated in Cotillion			
	Name	Relation to participant	Year Participated in Cotillion
1	Derrick Smith	Father	1995
2	Brandi Smith	Mother	1997
3	Aaron Ellison	Cousin	1994
4			
5			
6			
7			
8			
9			
10			

# FAMILY MEMBERS WHO WERE IN COTILLION (EXAMPLE)


*Family Traditions*




**Markus Smith**





**Derrick Smith**  
Father  
Cotillion 1995



**Aaron Ellison**  
Cousin  
Cotillion 1994



**Brandi Smith**  
Mother  
Cotillion 1997





# AD AND PATRON DETAILS



# PRICING - ADS

Business Card		Fourth Page		Half Page		Whole Page	
\$50	\$50	Fourth Page \$90	Fourth Page \$90	Half Page \$135	Half Page \$135		Whole Page \$200
\$50	\$50						
\$50	\$50	Fourth Page \$90	Fourth Page \$90				
\$50	\$50						

**Ads can be printed in color for an additional \$25!**

Payments may be made by check payable to DEED or online via PayPal at <https://www.deedkcmo.org/cotillion/support-the-participants>

**Online and/or credit card ad purchases include a 3.5% fee**

**NOTE: Fees do not count towards total ad sales**

# PRICING - PATRON LIST

## PATRON LEVELS

BRONZE

**\$30**

SILVER

**\$70**

GOLD

**\$100**

**Names can be printed in color for an additional \$25!**

Payments may be made by check payable to DEED or online via PayPal at  
<https://www.deedkcmo.org/cotillion/support-the-participants>

**Online and/or credit card ad purchases include a 3.5% fee**

**NOTE: Fees do not count towards total ad sales**

# PRICING - COVERS

## COVER LEVELS

Inside Back

**\$350**

Inside Front

**\$450**

Outside Back

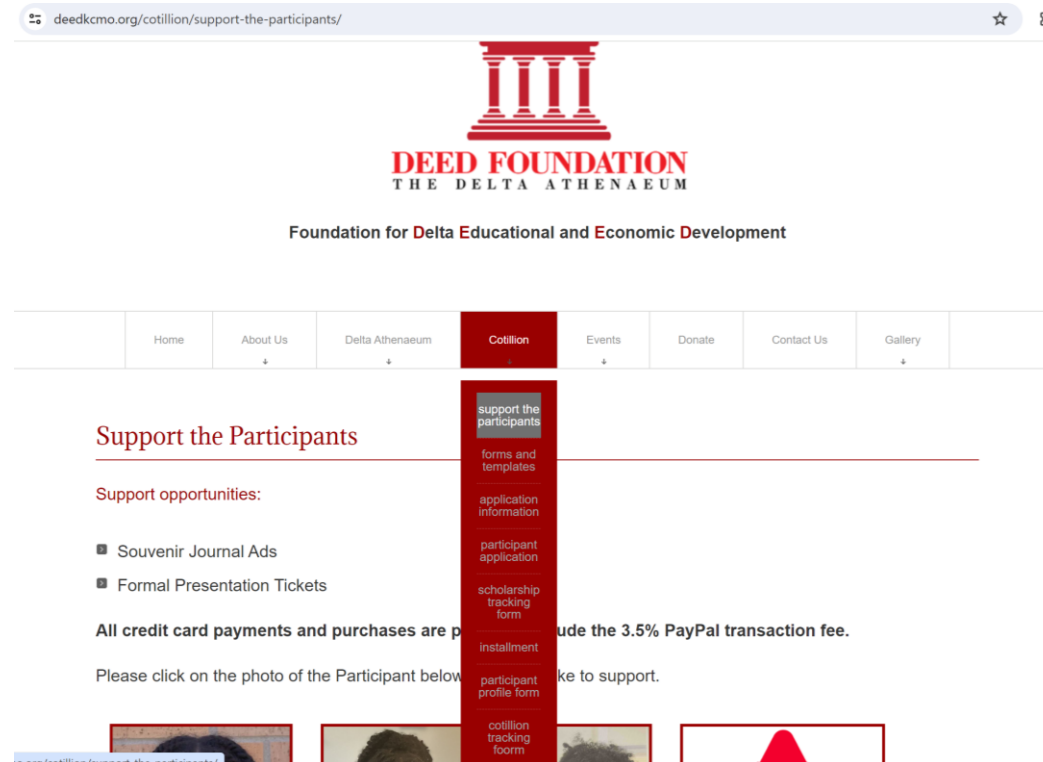
**\$550**

**Color is included in the Price!**

Payment due immediately after drawing In person  
(Cash, Check, Money Order, or Credit Card - 3.5% fee)

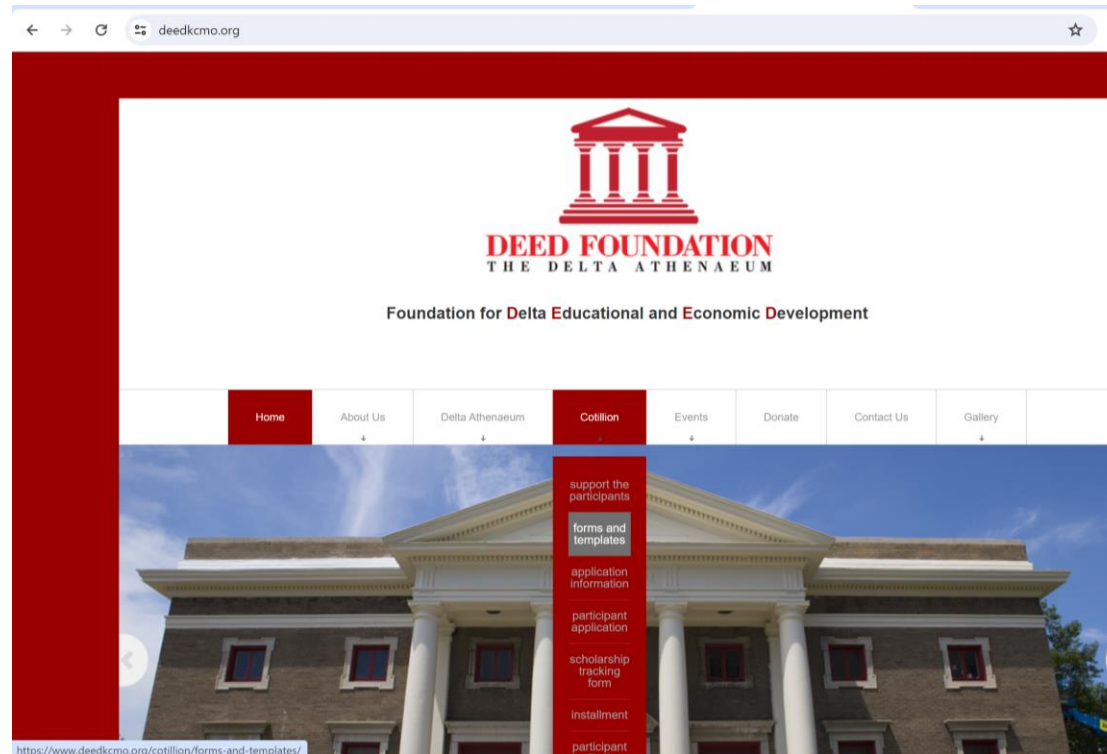
# PAYING FOR ADS ON-LINE

- Access “Support the Participants” via:
- DEED website (deedkcmo.org) – Cotillion – Support the Participants or <http://deedkcmo.org/cotillion/support-the-participants/> (see below screenshot)
- Click picture of participant you wish to support, choose ad(s) from drop-down, then add to cart



# CREATING ADS

- Either the participant or patron can create an ad by downloading the appropriate template
- Access Souvenir Journal “forms and templates” via:
- DEED website (deedkcmo.org) – Cotillion – Forms and Templates or <http://deedkcmo.org/cotillion/forms-and-templates/> (see below screenshot)
- Create ads using appropriately sized template



# DOCUMENTS ON WEBSITE-FORMS & TEMPLATES

Deedkcmo.org/cotillion/forms-and-templates



Foundation for Delta Educational and Economic Development

	Home	About Us ↓	Delta Athenaeum ↓	Cotillion ↓	Events ↓	Donate	Contact Us	Gallery ↓	
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## Cotillion 2024 - Forms and Templates

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### Souvenir Journal

- » [SOUVENIR JOURNAL AD PRICES](#)
- » Souvenir Journal Ad Templates
  - » [BUSINESS CARD AD TEMPLATE](#)
  - » [FOURTH PAGE AD TEMPLATE](#)
  - » [HALF PAGE AD TEMPLATE](#)
  - » [FULL PAGE AD TEMPLATE](#)

# FORMATTING ADS

- Have a focal point
- Fill your space
- Identify each ad (with your name)
- Use readable fonts
- Proof-read your ads
- Include photographs:
  - Available for ¼ Page, ½ Page, Full-Page ads only
  - Good quality
  - Prefer digital photos

The image displays four examples of congratulatory ads for Zayne Rice, arranged in a 2x2 grid. Each ad is enclosed in a thin red border.

- Top-Left Ad:** Features the name "Zayne Haley-Allean Rice" in a cursive font at the top. Below it, the word "Congratulations" is written in a red, stylized font. The central image shows two people in a hallway, one wearing a red shirt with "CONGRATULATED" and "ZAYNE RICE" printed on it. Below the photo, the text reads "Miss Zayne Rice" and "Dr. Edward and Mrs. Melba Underwood".
- Top-Right Ad:** Features the name "Zayne Rice" in a cursive font at the top. Below it, the word "Congratulations!" is written in a yellow, stylized font. The central image is a portrait of Zayne Rice wearing a red and white plaid shirt. Below the photo, the text reads "Zayne Rice" and "Sedric Spencer".
- Bottom-Left Ad:** Features a group photo of five men. Overlaid on the photo is the text "Congratulations Zayne on your eventual success as you matriculate to college and beyond". Below the photo, the text reads "THE PHILLIS WHEATLEY BOYS" and "ERNEST GRIFFIN, ORVILLE SMITH, YOUR DAD, ANTHONY WILLIAMS AND CARYLE JORDAN FRIENDS AND CLASSMATES SINCE 912". At the bottom, the word "Congratulations!" is written in a cursive font.
- Bottom-Right Ad:** Features the name "Phillip A. Brooks" and "Attorney at Law" at the top. Below it, the name "The Brooks Law Firm LLC" is written in a blue font. The central image is a blue scale of justice. Below the photo, the text reads "3770 Broadway Boulevard Kansas City, Missouri 64111 816-931-1988 816-931-1989 Facsimile 816-918-1988 Cell www.BrooksLawKC.com pbrooks@brookslawkc.com". At the bottom, there is a logo for "KAP KAPPA ALPHA PSI 1911" featuring a red and yellow figure.



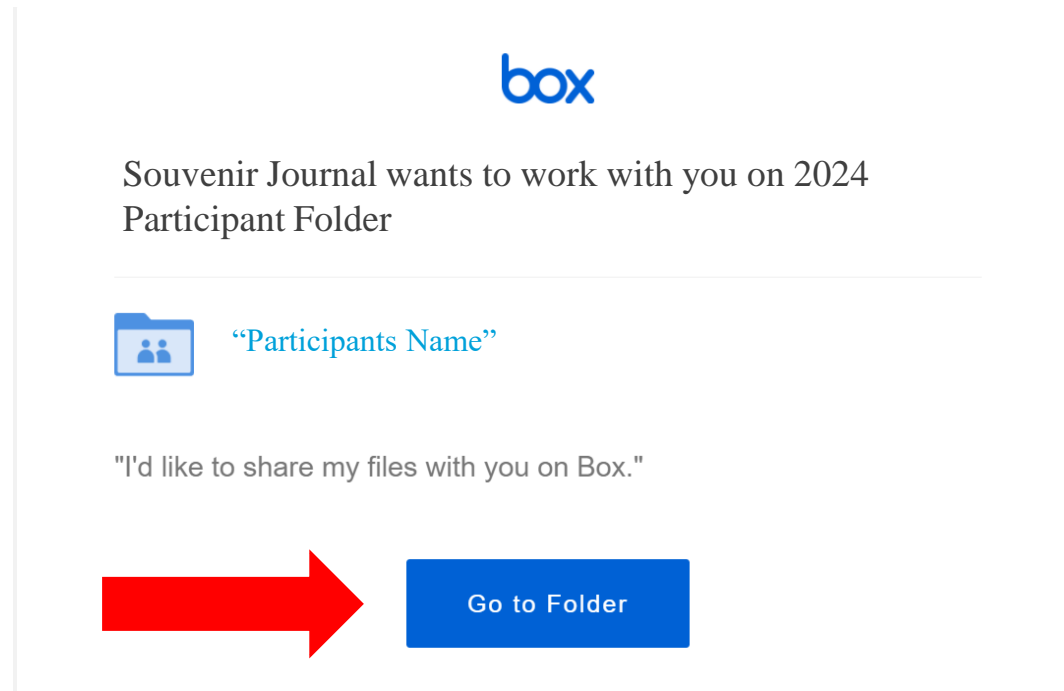
# SAVING AND SUBMITTING ADS

- Participants should collect all ads and patron listing/names
- Combine all “same size” ads into one document (see example)
- Upload to BOX folder



# CREATE BOX ACCOUNT (STEP 1)

1. You should have an email from [Souvenirjournal@deedkcmo.org](mailto:Souvenirjournal@deedkcmo.org), inviting you to collaborate on BOX
2. Click on **GO TO FOLDER**



# CREATE BOX ACCOUNT (STEP 2)

3. Your default internet browser, will automatically be launched and you will see BOX.com

4. Type your name, create a password, verify your password and hit continue

**Create Your Account**  
Souvenir Journal has invited you to collaborate on "2019 Test Participant"

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**Signup for a Box account to accept invite**


Full Name

Email Address

Password

Phone Number (optional)

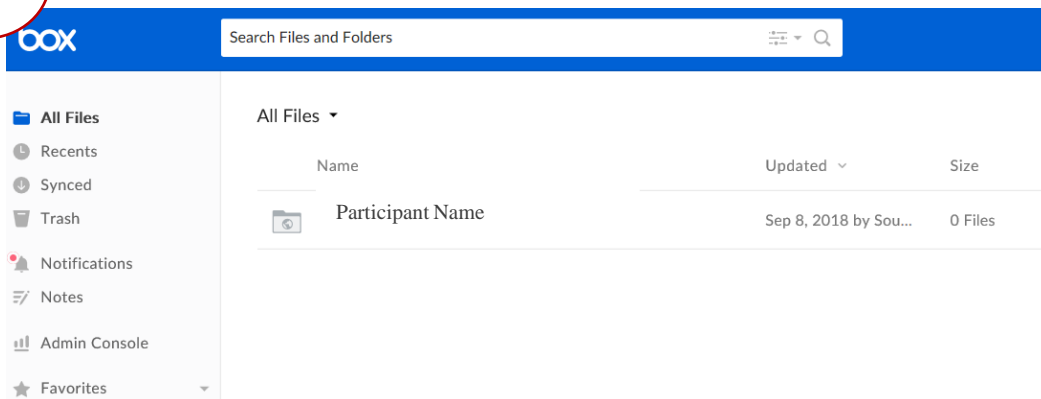
**You're invited to collaborate on:**

 **Participant Name**  
Shared by Souvenir Journal

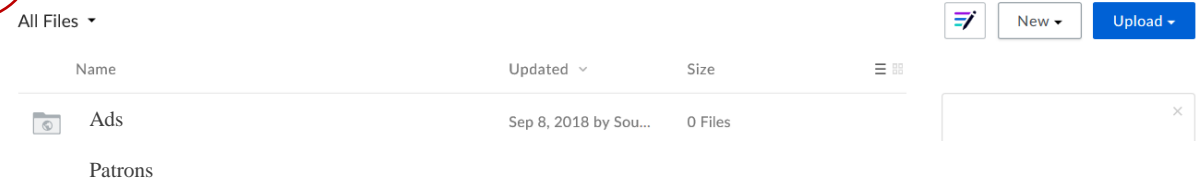
# UPLOAD TO BOX FOLDER

1. Double click on the folder with your name in the ads folder
2. Click on the “Upload” button, and select “File”
  - Be sure the folder is “Open” prior to uploading
3. Select the file that you want to upload with a name that matches the ad (e.g., name of patron, business)

1



2



# TRACKING AD SUBMISSIONS

- Before the collection days, the souvenir journal committee will send a tracker that includes all sales (PayPal payments and checks) for each participant
- Before these meetings, participants are required to cross review and ensure it matches their records and all ads are upload to the BOX folder.
- **Online payments made be made via PayPal** at <http://deedkcmo.org/cotillion/support-the-participants/> You will receive via email, receipts and records when PayPal submissions have been made under your name.
- **Money Order(s), Cashier's Check(s), Personal/Business Check(s) made payable to DEED can be paid in person on collection days or mailed** to the DEED Foundation - Cotillion 2023, P.O. Box 16381, Kansas City, MO 64112. Include the participant's name in the memo space.
- **Record cash and check payments collected for ads/patrons on the "In Person Ad Collection Form"** and turn in on ad sales collection days (i.e. Nov. 12, Dec. 17, Jan 14, Feb 11)
  - For returned checks, there will be a \$35.00 service charge. Returned checks must be paid along with the service charge within 7 – 10 business days. DEED will attempt in every way to recover financial losses attributed to returned checks. Individual and/or collective scholarships may be reduced as a result of such fiscal sanctions

# TRACKING PATRON SALES

- You will need to complete the “**Patron Listings 2024**” form to capture all patron sales for the reporting period
  - Access the form via your Box Folder (i.e. “Patrons”)
  - Open the form using “Open - Microsoft Excel Online” **prior to** inputting patron names
  - Be sure to update the “Patron Listing 2024” form in your BOX folder before each collection day
- In this doc, please tell us how you want the patron names to appear in the Souvenir Journal
  - Examples:
    - Mr. James and Mrs. Mary Nelson
    - Mr. James and Mrs. Mary Nelson (ΔΣΘ)
    - The Ford Family
    - Mr. Sheldon Ledbetter (ΦΒΣ)

**NOTE** - Proof your list of patrons. Be sure all names are spelled correctly. Be sure to include all Greek affiliations (e.g. Delta, Kappa, Omega etc.) for your sales, if applicable.

# PATRON LIST (EXAMPLE)

## Patron Listings

**Cotillion Participants Name: \_\_\_\_\_**

*Each patron listing must be a person and/or business name only. Messages are not allowed. Each listing is limited to 40 characters only. Include NPHC affiliation, as appropriate.*

	Reporting Date	Bronze \$30	Color Y/N	Reporting Date	Silver \$70	Color Y/N	Reporting Date	Gold \$100	Color Y/N
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									

Patron List  
and Ad  
Examples

# Cotillion 2023 Gold Patrons

**Justice Bailey**

James Bailey

**Baylen Brown**

The Shannon Family

**A'myrah Cheadle**

Earnie & Angie Banks

**Kendal Cunningham**

Antonio Lovelace Sr.

**Milan Grimes**

Just Jenay  
Natalie O'Bannon (ΔΣΘ)

**Tyra Hogan**

Karlon, Melissa & Kelcie Turner

**Lidia McReynolds**

Mrs. Shirley Gideon (ΔΣΘ)  
Janine Jenkins (ΔΣΘ)  
Austin L. Landreth  
Linda Copeland Landreth  
Omar & Sharon Rogers  
Ed Tucker

**Zayne Rice**

Tiana Alexander (ΔΣΘ)  
Deidre Anderson

**Zayne Rice (continued)**

Darryl Callahan  
Mickey & Sandra Dean  
Edward & Cynthia Franklin (ΔΣΘ)  
Delbert (ΩΨΦ) & Lora (ΔΣΘ) Griffin  
Herb (ΑΦΑ) & Lisa (ΔΣΘ) Hardwick  
Dorothy (ΔΣΘ) & Javonne (ΔΣΘ) Patterson  
Ron (ΑΦΑ) & Lisa Redd  
Glenn Russell  
Leonard (ΩΨΦ) & Michelle (AKA) Searcy  
Natalie Simms-Patton (ΔΣΘ)  
Terry Williams (ΩΨΦ)

**Angel Robins**

Kristie Brooks

**Markus Smith**

Karl Carswell  
Brandon & Shelley Edington  
Darrell & Torey Everette  
Donald E. Maxwell LLC  
Checo (KAΨ) & Tiarra (AKA) Rorie  
Nourisha Wells (ΔΣΘ)

**Zoe Thomason**

Andrea Buford (ΔΣΘ)  
Jamal & Dawnavan Davis  
The Ford Family (ZΦB)  
Miriam Maiden (ΔΣΘ)  
Mrs. Tamara Sykes (AKA)  
LaTasha Tuggle (AKA)

# Lauren Renee Tigner



# IN PERSON AD COLLECTION FORM (EXAMPLE)

Participant Name \_JOHN DOE\_\_\_\_\_

11-12-2023 IN PERSON COLLECTION REPORT							
	Purchaser	Ad Purchased	Color- Y/N	Price	Ad Submitted - Y/N	Payment Type	Notes
1	Darrell & Torey Everette	Patron Listing - Gold (B&W)	N	100.00		Cash	
2	<u>ConneKC</u> Ent	Ad - Business Card (B&W)	N	45.00	Y	Cash	
3	Dr. Anne Lambert Johnson D.D. S.	Ad - Fourth Page (B&W)	N	80.00	Y	Check	
4	Sankofa Construction, LLC	Ad - Fourth Page (B&W)	N	80.00	Y	Check	
5	<u>Windolyn</u> Smith	Ad - Whole Page (Color)	Y	225.00	Y	Cash	
6	Gilbert Memorial AME Church	Ad - Fourth Page (Color)	Y	105.00	Y	Cash	
7	Earl Smith - Kappa Alpha Psi	Patron Listing - Bronze (B&W)	N	25.00		Cash	
8							
9							
10							
11							
12							
13							
14							
15							

In-Person Total \$ 660.00      Cash =      500  
Checks =      160

OUTSTANDING ITEMS	
Missing/What Needs To Be Done	Due Date

# AD COLLECTION DAYS

## Ad Sales Collection Days

- Four ad sales collection days: **November 12, December 17, January 14 and February 11**
- During these days, there will be designated appointment times for each participant/parent to review ad submissions and reconcile
  - Details on what to do to prepare for these collection days are listed on the next slide
- The following will not be accepted:
  - Ads not uploaded to BOX
  - Ads not submitted in template format
  - Funds NOT written payable to DEED

# AD COLLECTION DAY CHECKLIST

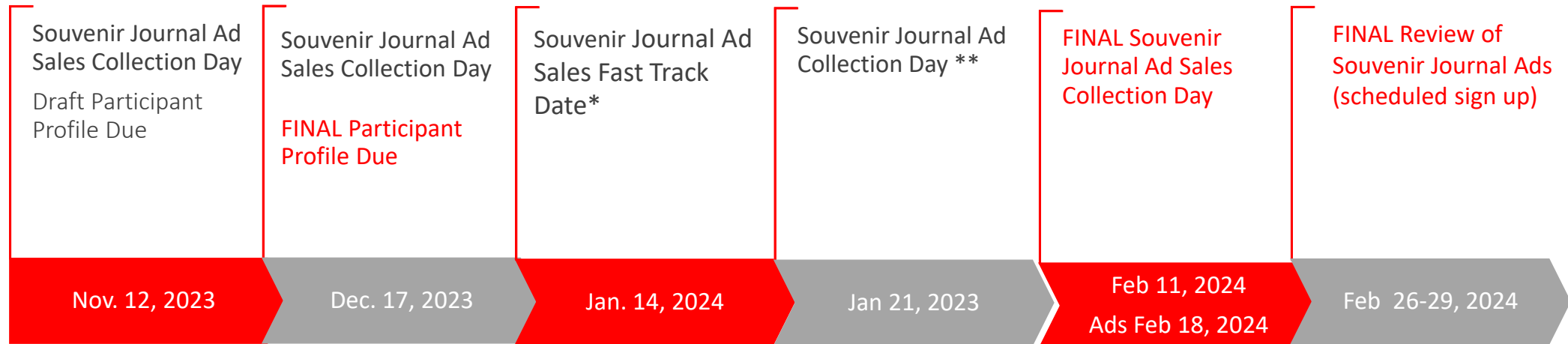


- ✓ I have reviewed the ad tracker sent from the Souvenir Journal co-chairs
- ✓ I have created & uploaded ads in the correct template format to my BOX folder for all my sales, **prior to** the collection session
- ✓ I have updated my “Patron Listing Form” in my BOX folder, **prior to** the collection session (NOTE: Must click “Open – Microsoft Excel Online” before entering data)
- ✓ I have updated my “In Person Ad Collection Form” in my BOX folder, **prior to** the collection session (NOTE: Must click “Open – Microsoft Excel Online” before entering data)

# PARTICIPANT RESPONSIBILITIES

- Be familiar with what you are turning in
- Keep good records:
  - Save formatted ads, profiles and forms on a flash drive and/or computer
  - Keep track of all sales and ads
- Turn in ads and money on time
- Upload all ads to box
- Money submitted without a completed ad will be counted as a donation to the scholarship fund
- Notify supporters of reporting dates
- Make sure checks/money orders are payable to DEED

# AD COLLECTION & SUBMISSION DEADLINES



**Ads submitted after the final deadline listed above will not count towards souvenir sale totals. They will be considered donations.**

## **Fast Track Incentive Points**

\*25 points will be awarded to all participants who submit at least \$750.00 in ad sales by January 14, 2024

\*\*25 points will be awarded to all participants who submit all SJ ads (for sales through 1/14) by January 21, 2024

# SOUVENIR JOURNAL CONTACTS



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**Tausha Brooks**



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*Questions? Thank you!*

