

# Calculating Your Club's Quota of Ad Sales

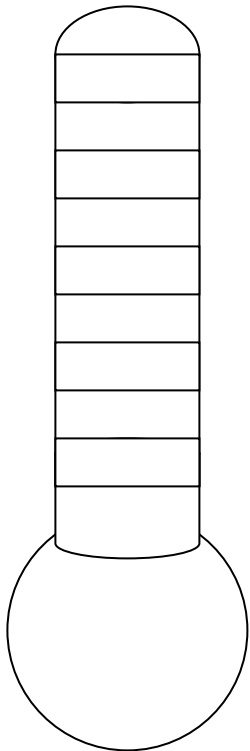
A Quota Club is a 4-H Club that has an average sale of \$100 or more per member. Your club's quota (Q) can be figured out by multiplying the number of members in your club by 100 (Dollars):

$$Q = \$100 \times \text{_____} (\# \text{ of members in your club})^*$$

The resulting value (Q) is the dollar amount of total ads your club needs to sell to be a Quota Club. This amount is the *minimum* that your club should aim to sell!

(\*call the 4-H Office to find out the number of registered members in your club, so you do not undersell)

WHY NOT POST THE "THERMOMETER GRAPH" OF PROGRESS TOWARD YOUR CLUB'S QUOTA AT YOUR CLUB MEETINGS? (See other side) It will help your members visually see what amount they are aiming for. Color the graph in as your sales increase.



Quota \$ \_\_\_\_\_ (Fill in clubs quota amount)

Divide "thermometer" into steps and color them in as your ad sales progress towards your Quota. Divisions could be the dates of your club meetings between now and the deadline of May 14<sup>th</sup>!

NOTE: Ad sales by 4-H Leaders get added into the total amount sold by the club, but they are not included in the count of members in your club. Therefore, sales by leaders can help boost the progress of the club toward its quota, and at the same time help increase the success of the ad sale campaign.