

Ad Sales Rules

1. Each Student/Exhibitor that validates a project should sell a minimum of \$100 in advertisements.
2. Each Student/Exhibitor that does not sell the minimum requirement will have the deficit deducted from their proceeds check.
3. Chapters and Clubs can also sell ads to offset the sales commission deducted from their check.
4. Buckles will be given for Grand and Reserve Champion Ad Sales. (The two individuals selling the highest dollar amount in Ad Sales will receive Buckles.)
5. Ad Sales will be credited to the exhibitor whose name is on the ad sales sheet. If an ad is being split between two exhibitors, both names must be on the form.
6. Ad sales are due by January 31st of each year. The money for the ad is also due on that date. Ad Sales Sheets that are turned in without money will not be considered complete and will not be in the ad book.
7. In the event some of the larger companies need to be billed, it is the responsibility of the exhibitor to give them an invoice and have the money mailed to the WCJLS Post Office Box by January 31st.
8. The ad sales form should be completely filled out and double checked for accuracy before it is turned in. If any special ad wording is requested, it must be written exactly as wanted on the sales form.