

## Questions Buyers May Ask

### How long will a CFL last?

CFLs can last up to 10 years.

### How much can a CFL save me?

The CFLs sold through the fundraiser save you an average of \$30 for each CFL bulb that replaces a standard incandescent light bulb.

### They cost more than a standard bulb. Is it worth it?

The bulb may cost a little more, but CFLs use up to 75 percent less energy and last up to 10 times longer than standard incandescent bulbs. By lasting longer and using less energy, CFLs will save you money.

### How do CFLs help the environment?

CFLs use less energy. If every family in the United States replaced just one bulb with a CFL, we would prevent the greenhouse gas emission equivalent to taking eight million cars off the road.

### Why are you selling CFLs and efficient showerheads?

We are selling energy-efficient products to raise money while helping you save money and energy. This fundraiser allows us to earn a 50 percent profit while providing a product that helps people and the environment.

### Can I use CFLs in all of my fixtures?

Yes, CFLs can be used in most fixtures. CFLs come in a variety of types, sizes and wattages. These include spirals, reflectors for use in recessed cans and flood lights, candle bulbs for use in chandeliers and bulbs for dimmable and 3-way fixtures.

### Who is Energy Trust of Oregon?

Energy Trust of Oregon is an independent nonprofit organization dedicated to energy efficiency and renewable energy development. We serve Oregon customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas.



#### SALES TIPS

- Be sure to have a pen and your order form on hand.
- When you begin speaking with a customer introduce yourself by name.
- Tell them what organization/school you are raising money for.



# CHANGE A LIGHT CHANGE THE WORLD FUNDRAISER ORDER FORM

# CHANGE A LIGHT CHANGE THE WORLD

This fundraiser, brought to you by Energy Trust of Oregon, helps schools, congregations and other groups raise money through the sale of ENERGY STAR® qualified compact fluorescent light bulbs and WaterSense® certified showerheads.

- Earn a 50 percent profit on each item sold.
- CFLs come in a variety of sizes and styles—including capsules, spirals, globes and reflectors—to meet all needs.
- ENERGY STAR qualified CFLs use up to 75 percent less energy and last up to 10 times longer than standard incandescent light bulbs.
- Installing CFLs reduces electricity use, which helps fight global warming
- Installing an efficient showerhead will cut back on water waste, helping to protect the environment.

ENERGY STAR qualified CFLs provide the same amount of light as incandescent bulbs, while using less energy. Check the table to determine the correct CFL replacement and savings estimate.

| Standard bulb | CFL equivalent | Lifetime savings |
|---------------|----------------|------------------|
| 40 Watt       | 9 Watt         | \$17.36          |
| 60 Watt       | 14-15 Watt     | \$25.20          |
| 75 Watt       | 18-20 Watt     | \$30.80*         |
| 100 Watt      | 23-26 Watt     | \$41.44*         |

Chart based on bulb life of 8,000 hours and \$0.07/kWh  
\*Estimated savings of range of the higher wattage in the category



The ENERGY STAR label identifies the most energy efficient products on the market. Look for this label on appliances, electronics and windows. Visit [www.energystar.gov](http://www.energystar.gov) for more information.



For more information about the fundraiser contact the project coordinator at **1.877.283.0698, option 2** or visit [www.energytrust.org/clcw](http://www.energytrust.org/clcw).

## PRODUCTS AND PRICE PER UNIT



**\$4.00**  
**23 Watt spiral**  
Same light as 100 Watt



**\$4.00**  
**14-15 Watt capsule**  
Great for open fixtures



**\$5.00**  
**9 Watt globe**  
Works well in bathroom bars



**\$8.00**  
**23 Watt outdoor**  
Reflector weatherproof



**\$7.00**  
**GPM 1.75**  
Water saving showerhead

NAME: \_\_\_\_\_

ORGANIZATION: \_\_\_\_\_

ORGANIZER: \_\_\_\_\_

Make checks payable to the organization sponsoring this fundraiser.

| Name and Phone Number             | Pricing  | A. Spiral \$4.00 | B. Capsule \$4.00 | C. Globe \$5.00 | D. Reflector \$8.00 | E. Showerhead \$7.00 | Totals  |
|-----------------------------------|----------|------------------|-------------------|-----------------|---------------------|----------------------|---------|
| 1. Sally Sample<br>(555) 123-4567 | Quantity | 2                |                   | 2               |                     |                      | 4       |
|                                   | Subtotal | \$8.00           |                   | \$10.00         |                     |                      | \$18.00 |
| 2.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 3.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 4.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 5.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 6.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 7.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 8.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 9.                                | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 10.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 11.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 12.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 13.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 14.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 15.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 16.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 17.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 18.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 19.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| 20.                               | Quantity |                  |                   |                 |                     |                      |         |
|                                   | Subtotal |                  |                   |                 |                     |                      |         |
| <b>Totals</b>                     |          |                  |                   |                 |                     |                      |         |

\* Please don't add sample to your order.

Thank you for your investment in natural resources!

**Total Products**  
**Total Amount Due**