

Spanky's





# James I. Means II, Chairman and CEO, Spanky's Gourmet Pickles, LLC.

- Growing up in Spartanburg, South Carolina, James and his 3 sisters worked after school and during the summers helping to farm and garden more than 20 acres of land. Although they learned a lot (and working hard without pay), upon earning a bachelor's degree in Business Administration and Marketing from South Carolina State University, James pursued and had a successful sales management career with major corporations that included Michelin Tire, Continental General Tire, Wells Fargo Bank and Bank of America.
- 39 years and 11 months later and after the market crash, James found himself unemployed. He cashed in a pension plan and with his last \$10.00 purchased some cucumber seeds. After much research, he combined his roots with that research and a vision and created Spanky's Gourmet Pickles, LLC, the nation's premier fund raising company promoting healthy snacks as an option to sugary products that contribute to diabetes and obesity!
- In addition to Spanky's (Got that nickname from his mother) fundraising mission, Spanky's Gourmet Pickles has created an opportunity for individuals to help accomplish the mission and, in the process, earn extra income by joining the team as a 1099 Fundraising Consultant.
- James has created a very generous fundraising program where revenue splits with organizations and commissions to Fundraising Consultants are ranked the highest in the industry.
- Spanky's Gourmet Pickles offers more than 25 pickle products for fundraising supporters that include: dilled, habanero, garlic, hot and sweet pickles, olives, asparagus, green beans, okra, carrots, relishes, chow chow and yes, pickled eggs.
- For information on our fundraising program, you or your Fundraising Coordinator can contact us at [spankypickles@gmail.com](mailto:spankypickles@gmail.com). Click [Join The Team](#) to apply for FRC opportunity.



# EAT HEALTHY. LIVE LONGER.

- **Make your next fundraising event for your school or organization a success with Spanky's Pickles!**
- **Make faster sales and more profit! We offer your group our most popular products.**
- **Spanky's Pickles will offer your organization a dedicated link to be shared on social media platforms.**
- **Include a custom flyer which your members can share for greater sells and revenue split .**



# HBCU Internship Initiative

Spanky's gourmet team will aid you, the student intern to acquire three to five elementary, middle and high school accounts in a sixty-day period to earn the student a 10% net commission.

Our trainers will help you select a local region and teach you to tele-market to schools, youth groups, scouting groups, pre-K through High School, band/orchestra and booster clubs.

Student earns 10% of companies net profit, per the account they originated. Student receives compensation once products have been shipped and reconciled 30 days from accounts received date.

The HBCU/Organization will be responsible of the recruitment of need-based students and the phone bank to include the management of students and telemarketing calls to selected area schools, PTO/PTA, youth groups churches, etc.

Aim of the program: to teach the student business acumen, organization, entrepreneurship, responsibility, sensibility, financial independence and follow up skills.



# The Math What does it mean to you in your pocket?

Spanky's Gourmet Pickles, LLC, the nation's premier fundraising company, is aggressively and generously looking to partner with individuals on a full or part-time basis. The objective of FRC's is to position Spanky's Gourmet Pickles to be selected as an organization's fundraising partner and provide schools, organizations, clubs, or athletic teams with healthy snacks as an option to sugary products that contribute to diabetes and obesity and to help them achieve and/or exceed their fundraising goals. Our revenue splits and commissions are ranked the highest in the industry.

Example: Washington Elementary School Enrollment 500 students of which 200 achieves his/her goal of 20 jars sold @ \$20 each over a 45-day sales cycle = \$80,000 total funds raised.

Fundraising group receives 50/50 revenue split or \$40,000 (less shipping and handling)

Fundraising Consultant receives 10% or \$4,000.00 per account closed. Opportunity: Close 50 accounts per year and earn \$200,000! There are over 1 million school systems in America.

Spanky's Gourmet Pickles offers over 25 products for fundraising supporters, including dilled, habanero, garlic, hot and sweet pickles, olives, asparagus, green beans, okra, carrots, relishes, chow chow and yes, pickled eggs.

## **DUTIES**

- Identify and contact organization fundraising leaders.
- Discuss fundraising goals, finalize Spanky's Gourmet Pickles, LLC as their fundraising partner. Select products, confirm delivery, distribution, paper-work, communications, etc.

## **REQUIREMENTS**

- Integrity, honesty, excellent people skills all validated via references and background check
- Graduate/undergraduate degrees a plus but not mandatory.
- Fundraising experience and contacts a major plus.
- Ability to establish and maintain business relationships, knows how to "close the sale"
- Well organized, high-energy, team oriented individual with strong leadership qualities. Self-starter and possess excellent interpersonal and communication skills.
- Highly ethical with a strong sense of personal values with entrepreneurial spirit

**COMPENSATION** – As an independent 1099 consultant.....UNLIMITED!

# James I Means II

Chairman and CEO

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📱 @spankyspickles

# Spanky's



# Assistant Trainers

**Fran Tucker,**  
Georgia, Florida, Alabama, US

**Professor Fred Smith,**  
Mid Atlantic, US

**Johnaca Dunlap,**  
Southeastern, US

**Luvette Ward,**  
Midwestern, US

**Spanky's**





# Spanky's



**Students we are excited to accept you into our 90-day internship program which will teach you:**

- **Business acumen**
- **Accountability**
- **Territory management**
- **Sale marketing skills**
- **Customer service**
- **Logistics**
- **Warehousing**

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Students

Thank you for accepting your internship with Spanky's Pickles, LLC. Let's learn, laugh, and seize the market .