

Example of Calling a Business to purchase our cookbooks

Call and ask for the owner or buyer. Introduce yourself and tell them that you are with the Junior Welfare League of Enid, OK. Tell them that our league is a nonprofit organization. If they are not there, ask when is a good time to call back.

Describe our books to them: Stir Ups and Cooking By The Bootstraps. You can use any of the information below.

After using some of this information in describing our books, tell them what the prices are:

Stir Ups- **\$10.17** wholesale price per book (purchasing a minimum of 6)
 $\$10.17 \times 6 = \61.02 plus shipping and no tax

Cooking By The Bootstraps- **\$13.17** (purchasing a minimum of 6) $\$13.17 \times 6 =$
 $\$79.02$ plus shipping and no tax

Opening a wholesale account requires a purchase of a minimum of 6 copies and can be a mixture of the two books.

If the business is not sure or wants to look at a pamphlet, we would be glad to send them one. Just notify the cookbook office and let them know the business name and contact information and have them mail it to them.

If the business wants to place a wholesale order, have them send a copy of their Federal Tax ID form by fax to our office. Our fax number is 580-234-2626. The cookbook office telephone # is 580-234-2665. And we would love to have their email address if possible as we have thought about sending a promotion with a recipe sometime.

Stir Ups:

Published in 1982

It salutes the unique flavor of today's "Home on the Range"

Features over 700 recipes with chapters that include Shindig Starters (appetizers), Dough-si-Dough (bread recipes), Slim Pickens (low calorie recipes), and Pony Express-ohs (quick and easy recipes). Many of the recipes were collected from women whose mothers and grandmothers settled this region in the Great Land Run. This book also provides tips on children's parties, time savers, and a special section on how to cook wild game.

To date, this cookbook has sold over 100,000 copies.

Stir Ups has recently won the Walter S. McIlhenny Hall of Fame Award which is awarded to community cookbooks who have sold over 100,000 copies and deserves recognition because of its value to the community for raising money to help the less fortunate.

Cooking By The Bootstraps

It had its debut only 7 years ago in 2002.

It is our 2nd cookbook to be published

It is the cuisine of Oklahoma which is as rich and diverse as its people. This melting pot heritage is reflected in this book.

Some of the special features include "Beyond Salt and Pepper", wonderful color photography which was done locally, and over 250 recipes from Cowboy Soup to Veal Marsala, Two-Step Tenderloin to Chocolate Spice Truffles, and many more. We had a chef work with us in developing this book as well as many locals whose specialty is cooking.

You can also talk about recipes that you have made and how wonderful they are. Ex: I have tried many of the appetizer recipes and they have been very good such as the Aspen Salsa, Corn Salsa, Black Bean Salsa, Guacamole, Marshmallow Dip with Fresh Fruit Kabobs, Avocado Pico de Gallo, and many more. The Cavatini is really good as well.