

GUIDE to the 2022 4-H STILL LIFE SALE

Judging - Saturday, July 30 from 11 am to 5 pm, Terry Braile Community Building

4-H Still Life Sale, Wednesday evening, August 3 at 6pm

Follow the 2022 Ingham County Fair book page 32

You may sell 2 projects at the fair in 2022

Contact Janel Horrocks-Boehmer (517-449-7345) if you have questions

4-H Market Plan

- Make a project that you would like to sell
- Keep track of the time that it takes to complete
- Keep track of all expenses/costs for the project
- Download the "4-H Market Plan" form
- Write down all costs and time on the form
- Fill in all information about your project
- Write your buyer's letter
- Write your thank you note
- Complete a "4-H Market Plan" for each project that you wish to sell
- If you are not sure that a project will earn a blue ribbon, complete a "4-H Market Plan" for an additional project as a back up

Entering your projects in Entrepreneurship

- Enter your project/s in the appropriate department in the Fair book
- Also, enter 1 or 2 projects in the Fair book under the **4-H Personal Development Department, Entrepreneurship**
- Follow all instructions for your project/s
- Have the project judged
- Follow the Ingham County Fair book (on line) for times and places
- If you achieve a "blue" ribbon rank for the project, take the "4-H Market Plan" for the project to the Terry Brail Community Bldg., on Saturday, July 30 from 11 am to 5 pm to be judged
- All parts of the "4-H Market Plan" must be completed in order to be judged
- Do not bring your project to the Entrepreneurship judging
- Place your project and the "4-H Market Plan" in the 4-H Still Life Sale area

Preparing for the Ingham County 4-H Still Life Sale

- Contact your potential buyers using your *Buyer's Letter* from your "4-H Market Plan"
- Display your project and Market Plan in the 4-H Still Life Sale area during the Fair
- Display your project in an attractive and interesting way
- Present your project at the 4-H Still Life Sale on Wednesday evening, August 3 at 6pm