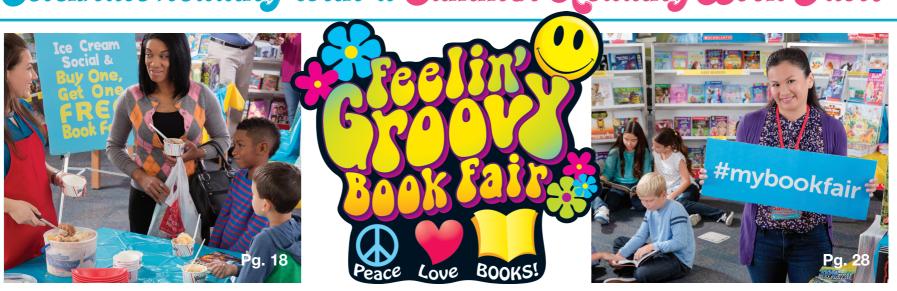


Celebrate reading with a Summer Reading Book Fair!



New Ideas!

**₩**SCHOLASTIC

**New Tools!** 

### Make your Book Fair week the best it can be!



### **GOALS**

### Page 3

# Set goals to motivate your school.

Consider goals like:

- Number of books you hope to sell
- Number of reading minutes you wish students to read
- · Results you'd like to achieve with:
- All for Books™
- Classroom Wish List
- Summer Reading
- Principal or teacher challenges

### **RECRUITMENT**

### Pages **4-7**

# Build a winning volunteer team!

Recruit a diverse group:

- Start 6-8 weeks out
- Hang "Volunteers Needed" banner outside
- Invite parents, grandparents, teachers, students, and civic groups
- Recruit a Student Crew
- Set up subcommittees for:
- Theme and decorations
- Special events
- Advertising
- Cashier team
- Customer service
- Setup/tear-down
  - Promotions and contests

### **EXCITEMENT**

### Pages **8-25**

# Get your school excited and involved in the action.

Integrate these ideas and activities:

- Book Fair theme
- Decorations/props
- Merchandising strategies
- Teacher Preview event
- Classroom Wish List
- All for Books
- Family Events before, during, or after school
- Grand Event
- Faculty involvement
- Contests
- Summer Reading





This guidebook is divided into five key sections to help you plan, organize, and execute your most successful Book Fair.



### **ADVERTISING**

Pages 26-29

# Spread the word about your Fair.

Try these ideas:

- Advertise to students, teachers, parents, and families
- Use items from the Planning Kit
- Booklists
- Posters
- Set up your homepage before your Book Fair begins
- Implement grassroots campaigns

### **TOOLS**

Pages **30-31** 

# Use these helpful resources.

Our Toolkit makes running the Fair easier:

- Toolkit Tips and Fair Planner
- Download reproducibles to promote and run Book Fair programs

And, don't forget to check out these informative pages!

- Launching Summer Reading
- Share your ideas



Tabletop Fairs will not receive aluminum bookcases featured in this guidebook. They will receive books in 3-cell and 4-cell trays. The Scholastic EasyScan® system is not sent to Tabletop Fairs.

Permission to reproduce pages in this guidebook without restriction is fully granted by Scholastic Book Fairs\*. Product in this guidebook may not be available at all Book Fairs.

### **Your Fair Planner**

Now you can use the Book Fair Planner to organize activities and stay on track before, during, and after your Fair. The Planner automatically builds you a calendar and checklist of helpful reminders and suggested action items.

Go to your Toolkit to take advantage of the Planner to make your Book Fair **GREAT!** 

- Helps you set your goal and posts it automatically on your Book Fair homepage.
- Shares tips and best practices for recruiting and managing volunteers.
- Guides you through conducting programs that build excitement and participation.
- Reminds you when and how to advertise your Book Fair activities.
- Sets up your personal calendar and checklist tools.

Find more information on page 30.



Look for this symbol for information about the Toolkit and reproducibles.



Throughout this guidebook, look for this symbol for helpful planner tips.



# The Right Book at the Right Time

"Any book that helps a child to form a habit of reading, to make reading one of his deep and continuing needs, is good for him."\* Helping kids become readers is not just about opening a book; it's about opening the right book—the book that gets them so excited to read they can't put it down; the book that helps them see new places, understand new concepts, and makes them feel a part of something bigger. They know their interests best, which is why at Scholastic Book Fairs® we believe strongly in giving kids access to thousands of great books so they can find the one that's just right for them.

Over the summer, access to books can become difficult for many families, and yet continuing the daily habit of reading is imperative to ensuring students' progress doesn't fall victim to the dreaded summer slide.

That's where a Scholastic Buy One, Get One Free Book Fair comes in. Not only will your students be able to choose from a vast selection of titles before the summer vacation starts, they will be able to get twice as many for the same price. It's a win-win that preserves all of the win-wins you've already achieved throughout the school year, taking the sentiment "Keep up the Good Work" to a whole other level, and their reading success, too.



# GOALS

Setting Book Fair goals helps put more books into kids' hands and keeps your school on its toes by positively motivating everyone to work together. Track the number of books sold through the Classroom Wish List program, the number of books or minutes read through a reading challenge like Read 100,000, or money raised for All for Books™.

Don't forget to place your Book Fair goal chart in a highly visible part of your school so students, parents, and administrators can see your progress and get motivated to reach it.



NEW! Show how much you
"lava" reading! Build a lava
lamp with milestones that
increase as you pull the string.
Watch the lava float to the top
as you meet your goals.
For goal chart instructions,
look in the Toolkit. Fair Files

keyword: GOALS





Hosting a Book Fair is a wonderful opportunity to get your whole school and community involved in your school's reading initiative. In addition to your Student Crew, recruit adult volunteers with varying skill sets then group them into committees to make the most of their talents.



### **Benefits**

Makes Book Fair organization more efficient and easier for Book Fair chairperson • Gives adult volunteers a chance to serve as role models for student volunteers • Increases overall school community interest in your Fair



Have your Crew fill out and hang posters, create décor, share booktalks, and help get the word out about your Fair.

Call the FBI, also known as Fathers Being Involved! Include the dads in your school community by enlisting them to help with the heavy work, building props, and setting up and tearing down the Fair.

**RECRUITMENT Volunteer Team** 



bed sheet. Hang

front entrance.

near your school's

# **REAL WORLD**

### Stories & Ideas

### **Incentives for Volunteers Go** a Long Way

### **Country Isles Elementary** Weston, FL

Country Isles Elementary gave incentives to their volunteers by providing healthy snacks and coloring/ puzzle pages for their children as they set up and broke down the Fair. It provided a thoughtful way to entertain volunteers' children while thanking the children for their patience.

### A Hard Day's Night Pays Off Pearre Creek Elementary School Franklin, TN

When snow days cancelled school and rescheduled the Fair, the volunteer team rallied, working to ensure students still had the best Book Fair experience ever. After they finished setting up, they showcased their hard work in a video tour of the Fair to show during announcements to generate excitement.

### **Hear what parent** volunteers are saying about their Book Fair experience:

- 40% say they don't need thank-you gifts. Knowing they helped their child is the best gift!
- 73% say they volunteer to show support for their child's education.
- 72% say it helps them stay connected to their
- 98% say they would volunteer again!

Fair Planner reminds you when to meet with your volunteers, assign tasks, set up your volunteer schedule, and train for assignments.



For a volunteer digital brochure with more information, look in the Toolkit. Fair Files keyword: **VOLUNTEER** 

**Volunteer Team** 

**RECRUITMENT** 

# **Volunteer Roles**

Be creative and find adults and kids with different skills and interests that can make your Book Fair team the best it can be. Form committees and delegate tasks; there are many volunteer opportunities for all ages! Your adult volunteers will serve as great role models, while your student volunteers, or Student Crew, will learn valuable leadership skills. These symbols for (1) adult and (1) Student Crew show which roles fit best for adults, kids, or both.

### **Benefits**

Spreads out the responsibilities to maximize Book Fair efforts while minimizing the chairperson's workload • Utilizes skills, talents, and resources within your school community • Gives volunteers pride of ownership and increases word-of-mouth advertising



programs to attract family and teacher participation. Popular contests and programs, including Family Events, Grand Events, All for Books™, and Classroom Wish List, are presented in detail in this guidebook and online in the Toolkit. (1)



# **REAL** WORLD

# Stories & Ideas



### **Junior Crew Stands Out From** the Rest

### Imagine School at Broward Coral Springs, FL

Instead of T-shirts, the Junior Crew at Imagine School at Broward wore custom-made gold medals to identify themselves as volunteers.

### **Small School Boasts Huge** Junior Crew

### St. Pius X School El Paso, TX

For a small school, St. Pius X School sure had a big Junior Crew! The 122-member Junior Crew managed every single aspect of the Fair, from helping with checkout, dressing as Clifford, making decorations, and presenting booktalks.

### Handmade Art Transforms Fair Switlik Elementary School

### Jackson, NJ

Fifth graders made up the Junior Crew at Switlik Elementary, where they helped separate and staple flyers to advertise the Book Fair, and also made posters and paper plate crab decorations, transforming the space into an underwater aquarium.

Online Coordinator: This tech-savvy volunteer uses his/her knowledge of social media and online applications to promote and support the Book Fair. He/she assists in setting up the school's Book Fair homepage.

Support Team: Members of the Book Fair Support Team help in a variety of ways. Some help set up and prepare the Book Fair for opening day. Others maximize special skills, like baking, to support special activities and events by providing refreshments and food during Book Fair week. Team members also help to re-pack the Fair when it is over. It's perfect for



The featured spring theme is an opportunity to create good vibrations where books and kids come together in harmony, Feelin' Groovy Book Fair: Peace, Love, and Books! Adorn your halls, classrooms, and Fair with flower power, peace signs, and a groovy vibe. Utilize ready-made décor kits, tips, instructions, and reproducibles from our professionally produced marketing materials—everything you need to minimize your workload but maximize results.

### **Benefits**

Gives Book Fair an original, inspired feel each season • Increases student involvement with modern, popular appeal

• Creates a strong foundation to build goals, challenges, and events



 Create suspense with a countdown sign outside the doors of your Fair. Consider keeping windows of the room covered and the inside top secret until your grand opening.

Photo ops are a fun way for families to capture the memories of their Book Fair experience. ▶





- Incorporate the Book Fair theme into your schoolwide curriculum – connect to social studies, language arts, art, and more.
- NEW! Introduce students to popular music from the '60s with a guest DJ every day.
- Create your own theme or let your Student Crew come up with one they'll get excited about.



 Make tie-dye T-shirts for your Student Crew and enlist each class to color "tie-dye" paper T-shirts as Fair décor.

# **REAL** WORLD

### Stories & Ideas

### Creating a Cozy Reading Environment

### Living Stones Christian School Alvin, TX

The best kept secret at the Living Stones Christian School Book Fair was the Reading Reef, a secluded coral nook where shoppers could cozy up with their new purchases, reading together, by themselves, or with a fish!

### School Makes Fair Environmentally Friendly Burnt Hickory Elementary School Dallas, GA

Burnt Hickory Elementary School maximized their resources and minimized waste by repurposing recyclable or existing materials to use in their decorations. They wrapped up their Fair with a Family Fun Night and a celebratory sand castle building contest.

### **Dressing the Part**

### Country Isles Elementary School Weston, FL

The volunteers at the Country Isles Elementary Book Fair not only decked out their media center and breezeways in oceanic decor, they carried the theme into their outfits, too! Volunteers dressed to the nines in handmade aprons with glittery scales, iron-on Under the Sea logos, and beads.

### A Memorable Theme Was This School's Dream

### Manatee Elementary School Viera, FL

Using Read Across America Day and Dr. Seuss's birthday as inspiration, the team at Manatee Elementary School created a fantastical week, where each day was a tribute to a different

Dr. Seuss book. The week ended with the first-ever Thing-a-ma-Jogger 5K, and the "Oodles of Noodles, and Oodles of Fun" Family Event and Pre-Race Dinner, collecting 1,400 books for children in need, and raising nearly \$13,000 for the school.









Share your ideas & photos #mybookfair



Find other theme ideas in the Toolkit. Fair Files keyword: **THEME** 



Invite shoppers to jump back in time to a place where peace, love, and books rule! Enlist the

help of your Student Crew, adult volunteers, and your school community to create decorations and set up the Fair. Take the green approach and reuse existing materials. And, be sure to visit our online Toolkit for lots of decorating tips, prop ideas and instructions, printables, and more!

### **Benefits**

Brings Book Fair theme to life • Showcases product to its full potential • Directs shoppers through Fair • Increases traffic by giving everyone more reasons to check out the Fair • Helps create a memorable event that stays with kids for a lifetime



◆ Plan a poster giveaway for your poster "floor samples." Decorate brown paper bags for each poster. Then, give students a ticket for every book they purchase.

Set up tables so there is a good flow throughout the Fair. Merchandise tables with books on different levels to create visual interest.

Preschool



### **Ideas and Best Practices:**

- Play kid-friendly, theme-related music.
- Decorate beyond the Book Fair—have a classroom door decorating contest.
- Recommend popular titles that go well together with a shelf-talker or simple sticky notes, while also reminding shoppers of the Buy One, Get One Free opportunity.
- Encourage everyone to wear tie-dye, fringe, and bell bottoms for the week.
- Leading up to the Fair, ask students to create art in a style from the 1960s.
- Use your Scholastic Dollars™ to buy a Book Fair decorating kit, while supplies last.\*





◆ Ask your Crew members to recommend their favorite reads. Keep it simple with colorful sticky notes. The peer-to-peer word of mouth will go a long way in generating buzz for popular books.









Share your ideas & photos #mybookfair



For prop instructions and more, look in the Toolkit Fair Files in the themes and decorations section.

**Décor & Merchandising** 







Host a Teacher Preview to build your classroom libraries and watch your students grow as readers! Invite teachers to an exclusive preview where they can be the first to check out the Book Fair, choose books for their Classroom Wish List, and nosh on yummy snacks. They'll generate excitement among students when they get excited, too!

### **Benefits**

Offers teachers a chance to shop the Fair and make Classroom Wish List selections • Is a great way for teachers to add fiction and nonfiction titles to classroom libraries • Creates Book Fair excitement when staff give students the inside scoop on book titles available



**◄ Visit the online Toolkit to access** reproducibles, clip art, and more to help you enhance your Teacher Preview.

Serve simple snacks with a 60's theme, like: smiley face cookies, tie-dye gelatin molds, cheese in a can, and fondue! 🕨





### Ideas and Best Practices:

- NEW! Share information about the Scholastic Summer Reading Challenge and encourage teachers to sign up their students.
- Plan the event during hours that will be most convenient for teachers to attend.
- Encourage teachers and Student Crew members to share booktalks.
- Send invitations to teachers and school staff.



Pay homage to the pop art of Andy Warhol 🔺 with this clever Teacher Preview invitation. Download the template from our Toolkit. Fair Files keyword: TEACHER PRE

■ Promote the Classroom Wish List program, then let the students pick the books from their teacher's list. It's a wonderful way to motivate

kids to read and refresh a classroom library!

# **REAL** WORLD

### Stories & Ideas

### A Preview Packet of Perfection Lifegate Christian School

Segain, TX

Lifegate Christian School created a teacher packet for the Teacher Preview, including craft ideas, a scavenger hunt game, "You've Been Caught Reading" tickets, snack ideas, Classroom Wish List how-to, and Scholastic representative contact information.

### Giving the Gift of Reading

### Naples Christian Academy Naples, FL

The Book Fair chairperson made signs to encourage the purchase of gift certificates for teachers, placing them on tables and at cash registers, increasing sales and fulfilling all Classroom Wish Lists!

### A Wish, a Starfish, and a Lot of **Books**

### **Smoky Row Elementary School** Carmel, IN

Smoky Row Elementary School had 100% participation for teacher and student previews, and collected 147 books from the Classroom Wish List, an amazing 300% increase from last year! Each student who purchased a book from the Wish List rang the "starfish bell," and then signed a starfish and hung it on the wall.

### The Early Birds Get the Books Switlik Elementary School

Jackson, NJ

Switlik Elementary hosted an early morning Teacher Preview where teachers got a sneak peek at the Fair and created Wish Lists. They enjoyed under-the-sea treats and coffee and participated in a raffle where 10 teachers' names were pulled to receive prizes.



Fair Planner shows you how to prepare for a Teacher Preview while the calendar alerts you to send invitations.



For instructions and other reproducibles, look in the Toolkit. Fair Files keyword: **TEACHER PREVIEW** 



All children should have great books readily available to them at all times, and the best way to do that is to get more books into your classroom! Our Classroom Wish List program is an easy, effective way to do just that. Choose the books you want, share your list during the Fair, and watch your students discover their love of reading.

### **Benefits**

Builds and refreshes classroom libraries • Gives all kids access to a wider assortment of books

• Encourages independent reading

For every book purchased as part of the Classroom Wish List program, give a bookplate to be placed inside the front cover so teachers can fondly remember the special someone who gave it to them.





### **Ideas and Best Practices:**

- Place your Classroom Wish List display board in a prominent area of your Book Fair.
- Make your own or purchase the new Classroom Wish List Pop-up Display available in the online Scholastic Dollars™ Catalog!
- Encourage Teacher Preview attendees to participate in the Classroom Wish List program, emphasizing that their participation will help fill their classroom with more books.
- Remind shoppers that they can get twice as many books for classroom libraries with the buy one, get one free promotion.





All for Books is an easy and effective way to unite the school community and provide more books for kids and teachers. Scholastic Book Fairs® will match schools' monetary donations with a donation of up to \$1 million in books from The Scholastic Possible Fund, which distributes books to children through organizations such as the Kids In Need Foundation, Reader to Reader, Inc., and the National Center for Families Learning.

Participating in the All for Books program increases your Book Fair revenue. It also brings more shoppers into your Fair. But the financial gains are just a side note to the real benefit of All for Books – giving more books to more children.

### **Benefits**

Gives more kids a chance to be proud book owners • Provides kids access to books they want to read through classroom libraries • Serves as an altruistic opportunity, teaching the importance of helping others • Boosts Fair revenue

make a smile. For each All for Books donation, give shoppers a yellow handprint to write their name on and tape to a smiley face poster. Download the template for both from the Toolkit. Fair Files keyword: ALL FOR **BOOKS** 



### Ideas and Best Practices:

- Identify a cause for your donations and promote it to your school community.
- Place the collection container (found in your Planning Kit) at your cashier table during your Fair. Instruct cashiers to actively ask shoppers if they would like to contribute their change or a dollar to help purchase books for classroom libraries.



- Invite shoppers who donate a dollar or more to write their name on a book slip. Look for generic and themed book slips in the Toolkit. Fair Files keyword: BOOK SLIP
- Plan engaging contests and challenges that kids and faculty can't pass up. Consider theming your All for Books collection ideas and containers just like your Fair.
- Conduct loose coin drives before and during your Fair. Try a Battle of the Coins, Coin-for-a-Day Challenge, or themed This vs. That student vote.
- Give reading tickets to those teachers and students you will buy books for using All for Books funds. Coupons should be redeemed at your Book Fair.
   For the Reading Ticket reproducible, look in the Toolkit. Fair Files keyword: TICKET TO READ

Remember, all funds generated through the All for Books program must be used to purchase books from your Book Fair to provide more students access to books.





# the All for Books program our Book Fair to provide

# #

### We want to hear all about your All for Books!

Share your ideas with us by tagging your social media posts with #mybookfair. Be proud of the great work you and your team are doing to ensure more kids get more books!

# NEW! The Power is in the flower! Help more kids get more books by making a lollipop or pencil pull. Participants can donate 25 cents to the All for Books campaign for the chance to pull a lollipop or pencil. If the end is painted or sharpened, they win a prize!





**REAL WORLD** 

Stories & Ideas

Students Went All Out

Franklin, TN

exceeded it!

Jackson, NJ

Pearre Creek Elementary School

To really get the students excited about

All for Books, Pearre Creek Elementary

class that raised more than \$100 won a

popcorn party, and the class that raised

anchors on the school news for a week. The goal was to raise \$2,000 and they

School hosted a few contests. Each

the most money won the right to be

Giving Books and Hope to Kids

Switlik Elementary school raised

\$3,402.91 just by bringing in different

coins on different days. They bought new books for their school and \$1,100

worth of books for Ocean of Love, a

felt love wash over them!

Rochester, NY

non-profit that supports children with cancer. Thanks to them, many children

All for Books and Books for All

As a Title 1 school with less than 400 students. Lakeshore Elementary

to raise money for their All for Books

campaign. From a Lollies for Literacy

board to a coin challenge and games at their Family Event, this small school raised more than \$1,000 for their All for

Books campaign, growing their overall

planned multiple contests and activities

Lakeshore Elementary School

Switlik Elementary School

**NEW!** Watch a short step-by-step video to learn how to make this Flower Power Pull. Fair Files keyword: **FLOWER POWER** 



For an All for Books digital program brochure, informational video, and reproducibles, look in the Toolkit. Fair Files keyword: **ALL FOR BOOKS** 

All for Books

for Books campaign.

**EXCITEMENT** 



# FAMILY EVENTS

### Make reading a family affair by hosting Family Events!

### **Benefits**

Encourages family involvement in kids' reading activities • Helps build home libraries

• Offers parents topics and books that interest their children

### Ideas and Best Practices:

- Involve your community by asking local businesses for food donations or discounts.
- Schedule Student Crew member booktalks during the event.
- Include a prize raffle for kids who bring a parent with them.
- Promote your event with emails, flyers, and sandwich boards in front of the school.
- Invite community librarians to your Family Event to pass out library cards for summer reading.
- Reach out to nearby preschools and incoming students for an event just for them.
- For younger siblings, set up craft tables to make groovy art and flower headbands, and have face painting, too!

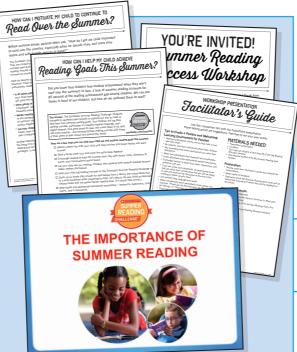
Schedule different events to occur before, during, and after school so everyone has the chance to attend. Examples:

- Before School Muffins for the Mamas; Pancakes for the Papas; Peace Out Pastries for Parents
- During School Lunch With a Loved One; Books and Lunch Together (BLT)
- After School Read-In at the Book Fair; Pajama Night
- Celebration of Reading Literacy Event Students and family members visit different classes for readalouds, have their picture taken at a photo op, receive helpful handouts that include tips and tools to promote reading at home, and shop at the Book Fair.

### **Summer Reading Parent Workshop**

This no-cost workshop helps prevent the summer reading slide attributed to the lack of reading over the summer. Use it to enhance parents' understanding of the importance of summer reading and things they can do to support, monitor, and motivate their children to continue to read throughout the summer. This program aligns with the Common Core State Standards (CCSS) and Title I parent involvement requirements. A Facilitator's Guide helps you plan each step of the program.

Download the complete program from the Toolkit. Fair Files keyword: **SUMMER** 



# **REAL** WORLD

### Stories & Ideas



### A Fishy Family Fin-Tastic Event Coconut Palm Elementary School Miramar, FL

The Under the Sea Family Night was like none other at Coconut Palm Elementary School. Families and staff came together to celebrate reading with games, karaoke, performances, raffles, photo ops, dancing, and a costume contest!

### Turning Challenges Into Book Fair Success

### Pearre Creek Elementary School Franklin, TN

A week-long snowstorm didn't get in the way of this Book Fair! Pearre Creek rescheduled their Family Event, combining it with their annual Jump Rope for Heart Event. This brought more families into the Fair than ever before. Families enjoyed delicious food from local food trucks, face painting and balloon art by artists, and of course, shopping at the Book Fair. Overall, the school increased their sales by nearly 20% and committed to holding their Family Event on Saturdays from now on!

### An Ocean of Fun and Learning

### Hartsburg Emden, Community Unit School District Emden, IL

Teachers at Hartsburg Emden, Community Unit School District created reading-based stations to visit throughout the Family Event, including water science, alliteration about ocean animals, math, and ocean art. Everyone wore octopus T-shirts that said, "Get your tentacles around a good book. Family Reading Night 2015."



Fair Planner shows you how to plan, notes when to send out invitations, and reminds you to invite special vistors to your event.



For a digital brochure, best practices, and reproducibles, look in the Toolkit. Fair Files keyword: **FAMILY EVENT** 

**Family Events** 







Often one of the most successful Book Fair activities, a Grand Event includes other special loved ones in your students' lives whether they're a grandparent, relative, aunt or uncle, neighbor, or a devoted caregiver.

### **Benefits**

Gives Grands a chance to spend time with their grandchildren and learn more about what interests them • Helps build grandchildren's home libraries • Provides another avenue for increasing Fair participation and sales







### **Ideas and Best Practices:**

- Schedule a Grand Event separate from your Family Event.
- Recruit Student Crew members to help with event promotion and customer service.
- Welcome Grands to your event with an attractive sign that promotes the great buy one, get one
  free deal.
- **NEW! Timeline Travel Trivia:** Travel back in time with your Grands, reminiscing about the good ole days and memorable events in their past. Highlight monumental moments such as the moon landing and have Grands share what they remember most about that day.
- Host it as a breakfast or a lunch event.
- Plan Grand visits at different times of the day instead of holding one big event. Try grouping visits by classes or grade levels.
- Enter students' names into a Grand Raffle when they show up with a Grand.
- Serve simple, but yummy items like coffee, donuts, and fruit.



- **G** Grandparents
- **R** Relatives
- A Aunts & Uncles
- N Neighbors
- **D** Devoted Caregivers

# REAL WORLD

### Stories & Ideas



### Multiple Grand Events Create Connections

### Cherry Creek Elementary School Springville, UT

Cherry Creek Elementary School didn't have just one Grand event, they had many! Sitting at tables decorated with ocean blue tulle and "creatures" swimming inside it, Grands and their children connected over food, art, and of course, books!

### First-Time Grand Event a Huge Success

### Carden Conejo School Westlake Village, CA

Carden Conejo had a lot of firsts with this Fair, including their first-ever Grand Event, where they welcomed more than 100 attendees, helping them surpass their books sold goal of 1,200 books!

### Serving Up Breakfast and Memories

### Cathedral Daycare Grand Island, NE

To go along with their Cat in the Hat theme, Cathedral Daycare hosted a Grand Event complete with juice, coffee, rolls, and green eggs and ham. The Cat in the Hat read a story to more than 50 Grands and 30 children.

### **Grands Came Out in Masses**

### Saint Elizabeth Anne Seton Springfield, MO

Saint Elizabeth Anne Seton became a believer in Grand Events when they hosted their first one and increased sales by \$2,400! They invited grandparents to join them for a light breakfast after Mass followed by Book Fair shopping with grandkids.



Fair Planner shares best practices and tips for a successful Grand Event while providing a timeline for key activities.



For a digital program brochure, video, and invitations, look in the Toolkit. Fair Files keyword: **GRAND EVENT** 



The more involved your school leaders are in the Book Fair, the better it will be! Keep your principal in the loop with planning, goal setting, and promotion, and enlist their help with the fun challenge-and-reward program — What Would You Do for Reading? Have a color run, silly string the principal, or paint his/her car with special window paint.

### **Benefits**

Attracts more students, parents, and teachers to the Fair events • Sends a clear message that the school and its leaders are committed to the Book Fair and promotes a strong reading culture



### **Ideas and Best Practices:**

- Plan a faculty member wacky stunt or award students a special privilege when your school meets its goal.
- Hold a fun Hula-Hoop contest for faculty.
- Reward students with extra recess and a popcorn party.
- Ask your principal to send out reminders to parents as an automated phone message reminder and/or letters and emails home.
- Co-host the Teacher Preview with your principal to increase teacher attendance.
- Schedule special principal and faculty booktalks for the morning news and Fair events.











Fair Planner reminds you of the steps to take for success, including an important incentive when students achieve their reading goal.



For more information and a program video, look in the Toolkit. Fair Files keyword: **WHAT WOULD YOU DO** 



**Kids love a good contest, and they love winning prizes even more!** Have multiple contests throughout Book Fair week and have a prize pickup in your Fair so students are sure to visit the main attraction multiple times.

### **Benefits**

Adds an excitement-charged energy to your Fair each day • Attracts more kids to the Fair • Encourages multiple visits

### **Ideas and Best Practices:**

- NEW! Challenge classes to team up to create a 60's inspired poster with a Fair theme or reading message.
   Award prizes to the class with the best poster.
- Book Character Art Contest Invite students to draw their favorite book character and use the art as decorations at the Fair. Have students vote on their favorite.

# **REAL** WORLD

### Stories & Ideas

### A Pajama Party for Reading Slackwood Elementary School

Lawrenceville, NJ

The Slackwood Elementary School principal hosted a Pajama Party and Literature Night as the What Would You Do for Reading? reward, complete with milk, cookies, story time, and everyone wearing pajamas! Parents learned about the importance of summer reading and each child received a free book.

### Books and Character Posters to the Rescue

### Coconut Palm Elementary School Miramar, FL

At Coconut Palm Elementary's spring Book Fair, each class created a life preserver poster featuring a character from their favorite book. Everyone from Fly Guy to Pete the Cat and Nugget and Fang made an appearance in the contest!

### Students "Guess Who?" to Discover Great Books Saint Mary Magdalen School

Wilmington, DE

Teachers love a good book. At Saint Mary Magdalen School, teachers chose their favorite books and set up a "Guess Who?" game. Students could lift a copy of each book cover to see a picture of the teacher who chose it.





### Ignite a reading culture at your school that lasts beyond Book Fair week and into the

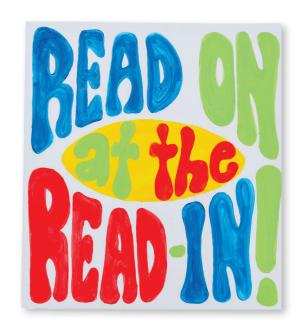
**summer!** Studies show having a book fair and allowing kids to choose books they love for their summer reading has as much effect in preventing the summer slide as if they attended summer school\*.

But having the right books is only the first step. During your Book Fair, strengthen good reading habits with motivating programs like READ 100,000 and What Would You Do for Reading?® Students join a school team and attempt to read 100,000 minutes or more, tracking their minutes online while working towards a fun What Would You Do for Reading? reward.

Once summer hits, keep up the momentum with the Scholastic Summer Reading Challenge featuring Read for the World Record. With these two programs, school teams track reading minutes in an attempt to set a new global world record!

For more information on creating a successful summer reading program, as well as educator support, advice for parents, and more, visit scholastic.com/summer.

\*Richard L. Allington and Anne McGill-Franzen, "Eliminating Summer Reading Setback," Reading Today (2013)







### **Benefits**

Motivates kids to practice reading • Makes it easy for schools to track minutes by student, grade, and class

### **Ideas & Best Practices:**

- Start organizing your summer reading team early. Springtime can be a busy time with testing and other schoolwide activities, so consult with your school or district IT staff, parent volunteers, and other school staff to spread out the effort.
- Set a reading goal and post it for everyone to see.
- Motivate students with a wacky stunt or a special privilege if your school meets its goal.
- Initiate a challenge among grade levels or with another school.
- Hold a summer reading pep rally to start generating enthusiasm!
- Send home information in your school's summer reading packet or with students' report cards.
- Check into keeping your school library open for the summer, even if it's one day a week.





The READ
100,000 and
Scholastic Summer
Reading Challenge
websites feature a dashboard for educators to
manage classes and
track reading
progress.

### Additional family programs to help readers of all ages and levels:

# Raising Readers\_

Make the most of parent involvement. Children who are read to for at least 20 minutes a day dramatically increase their reading abilities. Raising Readers focuses on three ways adult family members can read to and with their children — "I READ TO YOU, WE READ TOGETHER, AND YOU READ TO ME." This interactive workshop models simple effective ways for families to make the reading experience successful.



Reach out to parents of rising preschoolers with the Kindergarten Readiness family event program. Simply invite those families to your Book Fair, introducing them to your school and its reading culture. Then share preschool-to-kindergarten transition tips plus curriculum, class routine, teacher's expectations, and prereading skills information.



Parents and students at your school can try this no-cost program together. They'll learn how to be detectives by investigating informational text in a fun, interactive way. This program shares strategies for finding pertinent information in nonfiction text by scrutinizing sources that all family members will enjoy. For more information, talk to your Book Fair consultant.

# **PLANNING KIT**

A little bit of professionally produced, promotional help is located in your Planning Kit box. From posters to booklists, we've given you some materials to start building an advertising campaign. Just add your Fair details where needed. Then, brainstorm attention-getting ideas with your Student Crew and volunteers to include in your Book Fair advertising blitz.

### **Directional Arrows**

Make a path of arrows, directing shoppers through your school and into your Fair.





### ■ Booklists

Create labels promoting Fair dates, times, and location and then attach to booklists. Pass out to students one week before your Fair. Contain messages to parents about importance of summer reading.



### Shelf-Talkers\* A

Promote your top picks for books found in cases using these.



### ■ Bookmarks

Attract attention to books displayed on tables by placing a bookmark in the book as shown.

Front

# Come to our BUY ONE, GET ONE BUY ONE, GET ONE BOOK FAIRI Stock up for summer reading! Dates / Times / Place

### ◄ Indoor Posters

Fill in the dates, times, and location of your Fair. Hang in the busiest areas of your school. Three different versions of posters include backsides with two smaller posters (one in Spanish), a goal chart, and reading inspiration.

### Two Smaller Posters ▼

Advertise in English and Spanish.



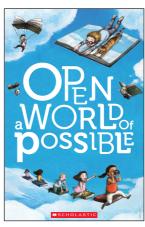
### Goal Chart ▼

Display in a highly visible area and track your Fair's progress.



## Open a World of Possible ▼

Inspire a love of reading. Hang in the media center.



Back

# **BOOK FAIR HOMEPAGE**

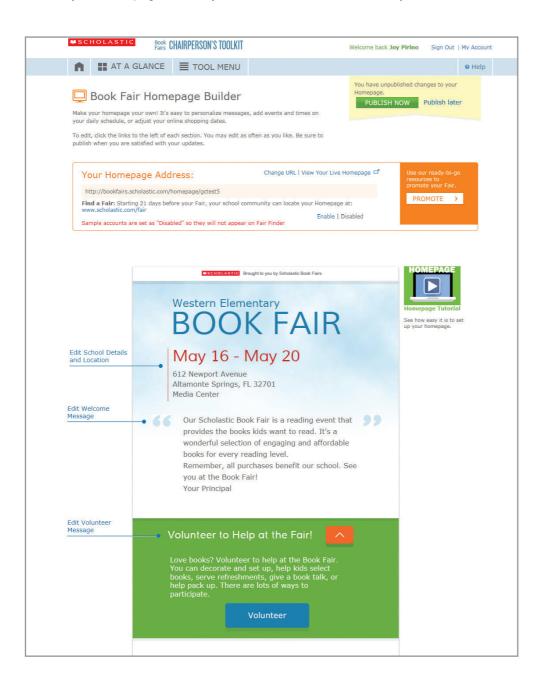
Your Book Fair homepage is a key component for getting the word out about your Fair. We've created an all-new homepage builder tool to easily create your Book Fair homepage!

### **New!** Homepage Builder Features

- Set up your Fair schedule easily. Simply drag and drop events.
- Create events with RSVPs so you can track how many people will attend.
- Share your homepage on phones and tablets where your school community can view all your Book Fair news.
- Select the Homepage button in your Toolkit menu to get started.

### **Publicize Your Book Fair News**

Include your homepage link in flyers, letters, and emails, and on your school's website.





Homepage



Advertising your Fair doesn't just let people know the "when" and "where" it is, it also builds a lot of excitement!

### **Benefits**

Builds Book Fair excitement • Increases participation • Encourages repeat Fair visits • Promotes reading

### **Ideas and Best Practices:**

- Brainstorm with your Student Crew simple, clever slogans that promote your Fair, books, and reading.
- Brand your Fair, repeating messaging in phone calls, letters, posters, and social media.
- Start early! Set up teasers two to three weeks before you kick off Book Fair week.



■ Show your school and Book Fair pride while encouraging your community to come to your Fair. Use safe car window paint in bright colors to write the dates, times, and location of your Book Fair, turning your car into a moving billboard!

Advertise your Book Fair on as many social media sites as possible, and don't forget to include the hashtag #mybookfair to share the love and your ideas.

28 ADVERTISING Grassroots Campaigns





### Cleveland Road Elementary School Bogart, GA

Advertising Campaign is Full

of Character

**REAL** WORLD

Stories & Ideas

Students developed a book character drawing contest to help advertise books on the Fair, creating posters, writing announcements, even performing a filmed puppet show. Fifteen winners received books purchased with Scholastic Dollars™.

### Booktalks Meet the 21st Century

### **Etowah Elementary School** Etowah, NC

All 240 second through fifth grade students created individual booktalks. using tablets and video editing apps, recording their voice, but not their faces. Individually, their creations fostered positive technology engagement and awareness of books and the writing process. Collectively, their creations were a phenomenal way to get the entire school excited about reading!

### Librarian Brings Out the Best in Books

### Summit School of Ahwatukee Phoenix, AZ

The librarian at Summit School of Ahwatukee placed her own shelftalkers next to books that fit the curriculum or would tempt students to try something new, using catchy ocean-themed tag lines, such as "This book looks gill-arious!"

Hand out save-the-date bookmarks with books checked out from the library.

Read book "clues" during school announcements.

 Hold an all-school rally to kick off the Book Fair. Include booktalks, skits, and lots of fun.

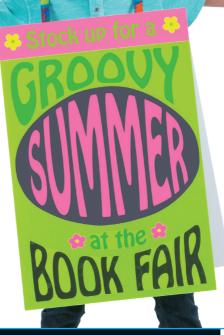
• Chalk the Walk – Use brightly colored chalk outside on sidewalks and walls to advertise the Book Fair. It's like graffiti,

 Conduct a post-Book Fair survey to capture feedback from your school community.



**NEW!** Look for the new **BOGO** banner when your Fair arrives, rolled up in one of the cases. Hang the banner in front of your school so no one misses out on the BOGO Book Fair.

Create colorful signs and recruit Student Crew members to attract attention in high-traffic areas such as the car drop-off and main hallways!



**Grassroots Campaigns ADVERTISING 29** 

# CHAIRPERSON'S TOOLKIT

Your Chairperson's Toolkit is designed for you and your volunteers, giving you everything you need to conduct your Book Fair. Make early plans, find creative decorations, learn from useful tutorials, host family programs, and inspire a love of reading. Take advantage of all the resources found at scholastic.com/cptoolkit

### Don't miss these new enhancements that make your job easier!



### **Book Fair Planner**

Get a great start with the Fair Planner!

- Decide your goals and automatically display them on your Book Fair Homepage.
- Review and select programs that encourage participation and help you reach your goal.

Then, we'll give you a calendar of suggested action items to keep you on track!

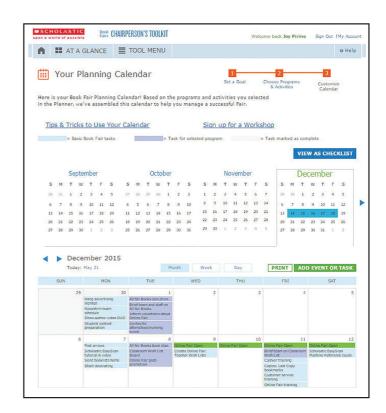
- Personalize the calendar: Move items to the day you want.
- Add your own reminders.
- Use quick links to helpful resources.

### Social Marketing – New in Fair Files!





Find sample tweets, Facebook posts, and ideas on how to share your Book Fair through social media. Check it out in Fair Files on the Advertise & Promote tab.



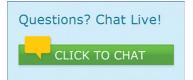
### **Book Fair At-a-Glance**

Entering your Toolkit, you'll land on the all-new Book Fair At-a-Glance page. It offers you a snapshot of your progress and tools to manage your Fair:

- Click on key actions to take.
- See what's next in the Planner.
- Take shortcuts to activities in progress.
- Many more helpful tools!

### **Live Chat**

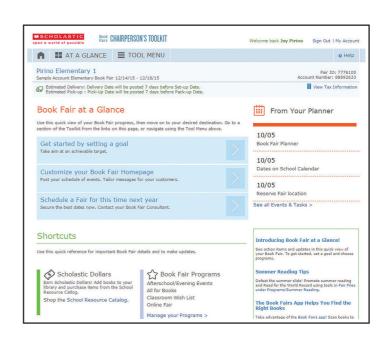
For assistance, use live chat in the Financial Form.



### Pay with a Credit Card

When your financial form is complete, you can click to pay for your Book Fair using a credit card.





# REPRODUCIBLES

Look for lots of helpful reproducibles in your Toolkit

Fair Files. Customize letters, flyers, and invitations. (Most are available in English and Spanish, as well as color and black and white.) You can also find themed prop patterns, coloring pages, and other reproducibles to help get students excited about books and reading.

Use the keyword search to locate what you need. Enter a keyword or Ideas *Guidebook* page number where the item appears. Or, search by category and subcategory. When you find your item, click "Add to My Files."

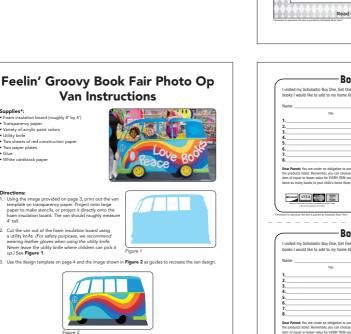
Some of the Book Fair materials include:

 Best practices and How-To's for Book Fair programs such as All for Books™. Classroom Wish List, and What Would You Do for Reading?®

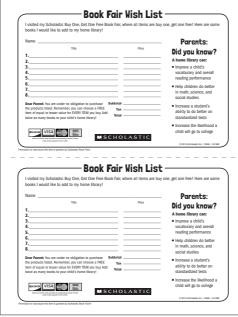
**₩**SCHOLASTIC

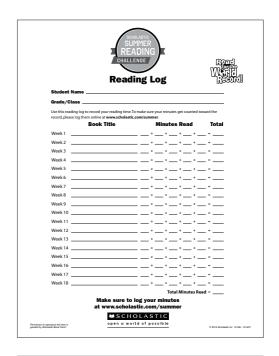
- Promotional flyers, letters, and invitations
- Volunteer recruitment materials
- Themed decorations
- Clip art and logos
- Shelf-talkers
- And much more!



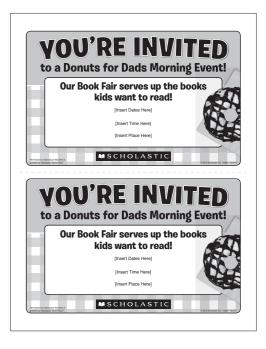


Page 1 of 13











### Share the love and your ideas #mybookfair











Tag your ideas with #mybookfair

Scholastic Book Fairs Lake Mary, FL



The Junior Crew at Grand Oak Elementary helped get ready for Family "Fin" night by designing and creating posters to advertise and decorate the event.

Grand Oak Elementary School Huntersville, NC



The staff at Naples Christian Academy pulled off a top secret surprise in the form of an 80-foot octopus named Ollie made out of orange balloons.

Naples Christian Academy Naples, FL



Armorel Elementary School created a goal chart that just happened to be a multi-colored fish. Not only was it pretty, it displayed the school's achievement for reaching their \$5,000 goal!

Armorel Elementary School Blytheville, AR



These clever shelf-talkers helped kids catch the right book.

Summit School of Ahwatukee Phoenix, AZ



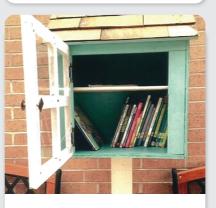
It's hard to beat this school's outdoor sign for the Book Fair—it ROCKS!

Grand Oak Elementary School Huntersville. NC



For \$1, kids got to choose a lollipop. If the end had a color, then they got to choose a prize.

Sherman Elementary School Tacoma, WA



Sharp Elementary School built a custom "Little Library" to leave a book, take a book. Many parents and teachers purchased and donated books.

Sharp Elementary School Brownsville, TX



Volunteers created an amazing underwater oasis of Book Fair shopping delight.

Coconut Palm Elementary School Miramar, FL



The teachers at the Academy of Tucson Elementary dined on under-the-sea-themed food at their sneak preview luncheon and filled a "wish bucket" with books.

Academy of Tucson Elementary Tucson, AZ



Guess who loves a good book? These teachers!

St. Mary Magdalen School Wilmington, DE



This monster giving tree is a scary-good twist on the more traditional lollipop pull.

Robertson Elementary School Tulsa, OK



# KEEP STUDENTS READING OVER THE SUMMERI

Motivate students to read even more with the Scholastic Summer Reading Challenge, a free online website for kids, teachers, and parents. It features an online challenge inviting students from all over the globe to set a new world record for summer reading.

See what can happen when you combine the power of a Summer Reading Book Fair with the Scholastic Summer Reading Challenge:

"We have found that those students who read regularly over the summer come back to school much more prepared to begin the school year, with regard not only to reading, but school activities as a whole. As a teacher, nothing makes you feel better than seeing a reader who was reluctant to read, now reading as a result of the Book Fair and Challenge."

— Kimee Moore, Newell Elementary School

### Research shows summer reading helps students stay on grade level:

"Students with access to books and other reading material over the summer have a significantly higher level of reading achievement than those without access. In fact, students in our study continued to reap the benefits of summertime reading throughout the following school year, when they showed a 35 to 40 percent grade-level increase in reading achievement."

— Allington, R. L., & McGill-Franzen, A. (2013). Summer reading: Closing the rich/poor reading achievement gap. New York: Teachers College Press.



# BE A READING SUPERHERO, TAKE THE CHALLENGE!

Go to www.scholastic.com/summer

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