

# Explanation of Salute Page Program

From: Kent Groves, Miss Missouri Salute Page Coordinator

Congratulations on being selected to compete in the 2018 Miss Missouri Scholarship Pageant. You have worked hard to achieve your success and, no doubt, are working even harder to present the best “you” in Mexico in June.

You know more than anyone the commitment required to compete in the Miss America program. You also have learned of the significant financial investment needed before you can hope to reap those coveted scholarship dollars.

Savvy contestants will seize the opportunity to defray this significant investment through participation in the Miss Missouri Pageant Salute Page program. As this is the 29<sup>th</sup> year for the program, you may already know of the benefits derived by contestants.

This is how it works:

You call on friends, relatives, business associated, former employers, school contacts, church contacts, or simply make “cold calls” asking your respondent to buy sponsorships or advertisements saluting you in the 2018 official Program Book.

- (1) Sell each page for \$300.00. You can divide the page as you wish, as long as the amount submitted for each page is \$300. (For example, you might place 3 businesses on a page, collecting \$100.00 for each.) Checks should be made to the Miss Missouri Pageant.
- (2) Submit money remittance by the deadline-**which is the day of orientation**. (There are specific electronic requirements, which must be followed. Those requirements are explained in the Salute Page Submission Instructions document.)
- (3) After your pages have been certified at orientation, you will then receive \$50.00 per page. Your check will be mailed 2 weeks after April 15<sup>th</sup>. Enjoy your cash money bonuses.

There is one more bonus offer: to acknowledge those contestants who have distinguished themselves in the Pageant’s Salute Page program the Board of Directors established the Salute Page Legion of Honor in 1997. Requirements for admission into the Legion are: either (1) the sale during a Pageant career of 50 or more salute pages, or (2) the sale during any one year of 30 or more salute pages. While rigorous, either requirement has proven attainable. Indeed, Six-Stefanie Hammersmith, Shelly Johnson, Kimberly Massaro (Miss Missouri 1996), Erin Phillips (Miss Missouri 1995), Mary Bauer and Katie Moeller—have been inducted to date. I encourage you to strive for this prestigious recognition.

Regardless, I urge you to grasp this opportunity to make money, learn sales skills and gain valuable business experience. At this point, take a minute to email me at [missmosalutepages@gmail.com](mailto:missmosalutepages@gmail.com) and introduce yourself. This lets me know you are reading the salute page information and allows you an opportunity to clarify any questions you may have!