

1..2..3.. GO! ~ Helpful Selling Tips for Students.

The first 3 letters of Fundraising spell “FUN”. Make sure your members enjoy the meetings & communicate with them about their progress and goals.

Here are some tips for your students:

1.	Start selling as soon as you receive your sales brochures.
2.	If your group has a uniform, sash, or cap, wear it when you're selling. This really increases sales.
3.	Smile and Think “I’m Going to Make My Goal!”
4.	Introduce yourself, tell a little about who you are, talk a little about your group and explain that you are conducting a fundraising campaign to raise money for _____.
5.	Show prospective buyers the colorful brochure and emphasize that these are high quality poinsettias, fresh from the grower.
6.	Start with your family, friends, and neighbors before you go door to door. <i>(Important Tip: Go to your best customers and have their orders on the top of the order brochure. Many times people are more inclined to order something if they see other orders.)</i>
7.	Fill out the Order Brochure completely and put the money in the payment envelope.
8.	Always be polite to your customers. Say thank you whether you receive an order or not.
9.	Make a schedule for covering your territory and stick to it.
10.	Turn your orders in before the deadline.
11.	Deliver your orders promptly and thank your customers. When you come around next year, they'll want to order even more!



Excitement



Teamwork



Challenges



Satisfaction

CONGRATULATIONS ON A JOB WELL DONE!