

Getting More Appointments
“Some will, some wont, so what, who’s next?”

Here are some helpful thought joggers:

Family	Church/Temple	Neighbors
Extended Family	Teachers	Friends’ parents
Mom’s friends	Dad’s friends	Bosses from old jobs
Doctors/Lawyers	Coaches	Parents’ Coworkers
Siblings’ teachers	Old Neighbors	Sibling friends’ parents
Real Estate Agent	Dentist	Past co-workers parents
Classmates parents	Sports Teams	Professors
Activities/clubs parents/sponsors	Principal/Guidance Counselor	GF/BF Parents

Useful Resources for names and numbers:

- Your cell phone, Mom/Dad cell phone + Mom/Dad address book, Christmas Card lists
- Mom’s Facebook, HS/Middle School yearbooks, Lower School Directories
- Church or Neighborhood Directories, Sport Rosters.

Thoughts for getting parents/relatives involved in helping: www.VectorParents.com

- I get paid every time I show Cutco
- Since I am new I want to get training with people I know of and people who know of me – makes it more comfortable
- I am **NOT** just looking for people who you think would buy. I am **JUST** looking for people who **MIGHT** be nice enough to **JUST** take a look. They do **NOT** have to get anything!
- Every appointment I do will build my confidence and also my recommendations!
- Be specific with WHO’s phone number you want. (Hey mom can I get numbers VS. hey mom what is Mrs. Jackson’s phone number)

FACEBOOK Posting.

WHO CAN HELP OUT?

My son, Jesse Fox, is working really hard towards a scholarship and every appointment he makes helps him towards his goal. It’s a simple presentation for Cutco. The great thing is that you are under no obligation to purchase anything, it helps him either way!

If you think you might be able to help him, please comment below, LIKE this post, OR message him directly (Jesse Fox) so he can contact you.

Thank you for reading this and for your help.

Have a great day! Oh.. and PS.. he tells me he can do long distance presentations for those out of the North Carolina Area.

FACEBOOK Message to Potential Customers:

Hey Mrs. Sarah!! This is Amanda Swanson. I am Amy Solomon’s daughter and I was trying to get in touch with you because I had a quick favor to ask you. I’m working towards a scholarship with my new summer job and I was hoping you could help me out. What’s the best phone number to reach you on and a good time of day to call? ☺

Message to People for Parent’s Number:

Hey ____ . I need a quick favor!

I just started a new job that is helping me save money for college. I just need to do a quick presentation for people to get their opinion on it. It's fun and simple. I just need to do 5 more appointments to hit my goal, so I wanted to see if your parents might be able to help out. Who's easier to talk to, your mom or your dad? I really appreciate the help.

Are you selling something?

- Yeap! What's cool about it though is that they don't have to buy anything so it's no pressure at all. Whether I actually meet with them or I just talk to them over the phone for 60 seconds, it still helps. Don't worry, I promise I won't bother them. It's really fun actually. So can you help me out?

“What's the presentation about?”

- I'm just demonstrating some cool kitchen stuff. Like I said, it's really easy and they don't have to commit to seeing it or buying anything, I just have to call and ask them. If they say they're busy then no big deal. So can you help me out?

“They're really busy” or “I'm not sure they would want to”

- No big deal. The worst thing that could happen is they say “no” and then it still helps me towards the contest. It takes literally 60 seconds for me to talk to them on the phone, so it won't take up too much of their time. So can you help me out?

Let me ask them first

- No problem! Like I said, I'm really supposed to talk to them myself to compete for the scholarship. I wouldn't be doing this if I thought I was going to bug your parents. It won't take a lot of time, and I'm sure they won't be mad at you helping your friend. So can you help me out?

[You miss 100% of the shots you don't take. Just ASK.](#)