

RECOMMENDATIONS

LEADS = DEMOS = SALES = INCOME = 😊

Ask for recommendations after you write up the order but before you clean up!

Three Keys: Ask, Smile, Follow the Script

STEP 1: Ask For Recommendations

- Mrs. _____, how did you like my demo?
- Great! Go ahead and pull out your cell phone because there's one more **very important part...**
- Here's where you can **really** help me out.
- I get paid every time I show Cutco, but I can only show it to people I've been **personally recommended to**.
- So what I need you to do, while I'm cleaning up, is to jot down _____ people who might be **nice enough** to help me out. Haha JK 10-15 is fine.
- I'm not looking for people who you think would buy, just **nice people like you** willing to take a look.

Smile, hand them pen and paper, clean up!

☺ **AFTER THEY SAY "THIS IS ALL I KNOW":** THANK YOU SO MUCH! Now to properly get credit Mrs. Jones I need you to rate my demo. If you can please download the "My Cutco Rep App" and I will give you my rep #. This is how my manager knows that I was here as well!

Help customer download MyCutcoRep App and walk through the steps to submit recommendations

STEP 2: Text Heads Up / Getting a 'Yes'

AFTER THEY DOWNLOAD APP: THIS LAST PART HELPS YOU ADD ON TO THE ONES YOU ALREADY WROTE DOWN BUT ALSO IF YOU KNOW ANYONE OUT OF THE AREA Mrs. _____, I can also do virtual appointments over ZOOM too! Who do you know from out of town that might be willing to see my presentation? Any Contacts you see on the list you could click and add to my list.

STEP 3: Text heads up to TOP 5

Thank you so much for the referrals! Now if it's not to much, can you PLEASE introduce me to at least 5-10 you know in the area. You simply click "introduce" and it has an automated message it can send its literally just 2 clicks we do but this helps me out SO MUCH.

IF YOU AND CUSTOMER REALLY CLICK:

“Mrs. _____, can you take a selfie with me and tag me on Facebook / social media?”

*...it's a easy way for people to find me if they are looking for Cutco
...and it helps me learn social media & and online marketing skills*