

Common Sense Selling Tips

1. When selling our products, let people know why your organization needs to raise money. People are much more willing to give money when they know exactly what it will be used for and who will benefit from the funds raised.
2. Present our order form and product information sheet to the customer. If the customer has any questions, refer to our FAQs-Customers. They can also visit our website at www.popsnspirit.com.
3. Don't be afraid to ask the customer if they would help your organization by placing an order. Let the customer know when their products will be delivered.
4. It is best to contact people that you know: family, friends, neighbors, and co-workers. If your workplace allows, have an Order Form sitting out with a personal message attached to it asking for support. Don't forget about social media! It is a great way to get orders.
5. If possible, when meeting with customers, wear your organization's uniform or a shirt with the organization's logo on it. It readily identifies that you are a member of that group.
6. Remember to thank your customers for their support.
7. To make future sales a little easier, save individual Order Forms. When you schedule your next fundraiser, these forms can be used to approach customers that previously purchased our products.