**Calling Promoters**

“Hi, may I speak with the person who’s in charge of vendors for \_\_\_\_\_\_\_\_\_ event?”

“Great! My name is \_\_\_\_\_\_\_\_\_ with Cutco. We are a New York kitchen company that has Cutlery, Cookware, and Kitchen Accessories. We have booths at over 300 events in New York state and thousands nationwide. I am the local rep doing shows in \_\_\_\_\_\_\_\_\_\_ area. I wanted to get some information about your event to see if it could be a good fit for us.”

Questions to Ask:

“How long have you been running the event?”

“I know it changes year to year, but how many people roughly go to the event?”

“How do you advertise the event?”

“Is the event indoors, outdoors, or a combination of both?”

“Is the event geared more towards younger people or older people with families?”

“Do people pay to get into the event or is it open to the public?”

“How much is the vendor space cost for the event?”

“Do you have space available?”

“Do you accept credit card payment?”

*(if you feel like it’s a good fit)* - “Can you send me an application? I would like to give it a try!”

If you receive an application to an event you’d like to participate in, fill out the [Empire Event Team Booking Request Form](https://forms.gle/qrhkHpEeaRpkvLNG6).