

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, Whitepages.com

Thoughts for getting parents/relatives involved in helping:

- 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 way more comfortable
- I am just looking for people who MIGHT set up an appointment with me to take a look at the products and help me with my presentation
- Every appointment I do will help me gain more confidence

Stickie Note Neighbor Approach:

Hi! My name is _____. I live up the street at 7 Crystal Place. I am a student at _____ School and wanted to see if you could do me a favor. I stopped by but no one was home. If you could call or text me at 727-379-2094 as soon as you can I would greatly appreciate it! Thanks! ☺

Email to Past Teachers:

Hey _! I don’t know if you remember me but I went to school at _ and I graduated in __, I was in your __ class! I was trying to get in touch with you because I had a quick question about something. 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?

Looking forward to talking to you,

Message to Friends for Parent’s Number:

Hey __, 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.

FB Post from Customers/Family:

WHO CAN HELP OUT?

My son, _____, 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 (name) so he can contact you.

Thank you for reading this and for your help. He insists on making his own money this summer and not borrow any from me! Every mother can appreciate that!! Please, make sure to reach out and help this hardworking student!

Have a great day!

PS...He tells me he can do long distance & international presentations for those out of the immediate Miami Area.

FB Message to Potential Customers:

Hey David!! This is Amanda Swanson. I am Amy Solomon's daughter and I am attending Pasco Hernando State College as a pre-med student. The company that I'm working for offers scholarships to help me pay for school. My assignment is to set up appointments with people to show a product and get their opinion on it. The product is called Cutco. You don't have to get anything, I get paid just to show it.

Right now, I'm in the biggest contest of the year, the two weeks after Christmas, where if I can hit my appointment goal I'll be able to cover my entire Fall Semester of expenses and even have a chance to win a fun trip. The appointment is fun, easy, and fast (takes less than an hour). Is there any way possible that you would be available any time this next week? It would really help me out! I look forward to hearing back from you! ☺

Text to Recs from Customer:

This nice FAMU student named Shannon Vazquez is over right now working on a scholarship with Cutco. She gets credit for showing it so I told her you probably wouldn't mind helping her out. It's a lot of fun. So she'll be giving you a call soon. Hear her out please! :)

Text to Recs after Customer Sends Text:

Hey Sarah, this is Amanda Swanson! I promised Lathea, I would call you, but don't want to interrupt anything! It's a quick favor she was helping me out with. I'll shoot you a quick call tomorrow before 9am. I'm looking forward to introducing myself!

Miscellaneous Tips

Sound like they're expecting your call

Sound like you are *setting* the appointment vs *asking* for the appointment

Sound like they should know who you are

Sound like someone they want to meet

Objections

Call me back later and we will see: Thank you so much for agreeing to help me out! I know Sally said you were nice, but she didn't tell me you were this nice! It would be amazing if we could set up a time right now and pencil it in and then I will call you to confirm because I REALLY need to have my schedule booked to stay on track towards my goals. Do you want to pencil in Day at Time or do you think Time would be better ... if you had to guess?

How long does it take? 4-5 hours ... Ill bring my sleeping bag just in case! (JK) Maybe an hour or so, but not too long because I am REALLY busy and I'll keep it as quick as possible so I can just get credit towards the scholarship. So could you squeeze me in real quick at _____ or would _____ be better?

What are you selling? The product is called Cutco ... have you heard of it before?
(See "I already own it" if yes)

Cutco is (under water toasters, camel brushes, igloo, etc) JK ... it's just a bunch of stuff for the kitchen that you probably have a ton of but I get paid just to tell you a little bit about it. It's a lot of fun and wont take too much time. So could I stop by real quick at _____ or would _____ be better for you?

I already own it- That's awesome!!!! How long have you had it for? Do you still use it? Well, when you first bought your Cutco, you paid to have it serviced occasionally. All I do is stop by real quick and inspect your knives to verify that everything is still in great shape and review the guarantee. It only takes a few minutes and I get paid for it. The appointment would really help me out, so would _____ or would _____ be better for you?

Advanced Rep Appointment FIRM UP

- ☺ Thank you so much, you don't know how much this helps me out with the scholarship/contest that I am working towards.
- ☺ (name) didn't tell me where you live, so can I get some real quick directions. (Read them Back to her)
- ☺ One last thing, can you grab a pen, and some paper or your calendar so I can give you my confirmation number JUST in case my manager calls?
- ☺ Please write down, (my Name), (Day), (Time), and my confirmation number is (Rep Number)
- ☺ Lastly, put a big smiley face on it, so you know what I look like. And could you please put it under a magnet, or somewhere that you will see it ... this way you remember me! (OR penny in fridge)
- ☺ I'm sorry to have you go through **all** this trouble, but I'm in the biggest contest of the year where I can pay for my entire fall semester of college if I can hit my appointment goal, and the other day I had an appointment all the way in _____ ... and the lady... wasn't... even.... there! ... which put me behind on my appointment goal.
- ☺ Now, I know that **you** wouldn't do that, but I also know that people are **REALLY** busy, and I just want to make it as easy as possible for you to remember me ... so are you 100% sure that this time works for you?
- ☺ THANK you sooo much again! You have no idea how much this helps me with the contest I'm working towards. We are going to have A LOT of fun!
- ☺ BTW, what's your favorite fruit or vegetable? ... Ill see if I can bring that to chop up ... if I cant find that, Ill bring the next best thing! It's going to be a lot of fun! Thanks again and I CAN'T WAIT to meet you on **Day** at **Time!**