

TEN SUGGESTIONS FOR THE SELLER

1. Make a [list of potential customers](#) and people to help you sell

- Good customers are relatives, neighbors, family friends, co-workers of your parents, teachers, coaches, church members, etc.
- Good people to help you sell are siblings, parents/guardians and friends! Perhaps you can convince a parent or guardian to take an order form to work :)

2. Start selling right away to meet your goal!

- Don't wait until the last minute to start selling and do your part to reach your goal.

3. Be sure to introduce yourself to your customers

- Tell them about your group, what you are raising funds for, what your goal is, and ask if they would like to support your efforts!
- Be sure to smile, be polite and always thank your customers for their donation.

4. Tell your customers about what you are selling

- People love our products, but if they are ordering for the first time, let them know a little bit about what you are selling.
 - Show them the brochure so they can see what the product looks like.
 - Explain the different flavors.

5. Be sure to tell customers the expected delivery date

- Since you are selling frozen products, you will need to ensure that your customers will be home on the day you deliver to them.
- Or, you will need to keep your customers' order frozen until other arrangements can be made.

6. Do not sell door-to-door without adult supervision or after dark

- Be sure to ask your parent/guardian before calling and/or emailing customers.

7. Collect money when you make the sale

- Keep all money in an envelope or another safe place.
- Turn in your order form and money on time to your fundraising leader.

8. Keep the products you are selling FROZEN on delivery day!!!

- The cookie dough and Puffins must be kept frozen. The Johnson's Corner sweet rolls are already cooked but come frozen so be on time to delivery.
- Deliver to your customers right away (make sure they are home and instruct them to put it in their freezer).
- If your customer is not home, you need to put the products in a freezer until you can get them delivered.
- None of the food products should not be left out, should not be left in a back pack, should not be left on a door step, should not be left in your locker, you get the point :) - keep them frozen!!!

9. Enjoy knowing your sales made a difference

- Your customers will enjoy an awesome product in return for their donation!
- We hope that you will enjoy the reward of your sales efforts!

10. Most Important - Have Fun – we want you to have a GREAT experience!!!