



HINTS FOR SUCCESSFUL CUPBOP SELLING

GETTING ORGANIZED

Before selling anything, make a list of potential supporters. Your list should include:

1. NEIGHBORS
2. RELATIVES (Uncles, Aunts, Grandparents, etc.)
3. FAMILY FRIENDS (Ask Mom & Dad to help, so you don't forget anyone)
4. People from CHURCH and other ORGANIZATIONS you belong to.
5. PARENTS of SCHOOL FRIENDS, WORK contacts, teammates' families, etc.

CONTACTING POTENTIAL SUPPORTERS

The telephone is the fastest & easiest way to contact people. Follow your potential supporter list and begin making calls or sending texts. As you talk to people, cross their name off your list. If they do not answer, leave the name on your list to remind yourself to follow up later.

If you choose to see people in person, be sure you have the CupBop fundraising card information with you. Show them the card offers and have a pen or your order form ready. Follow your list and cross off names as you talk with people.

HOW TO SELL

When contacting a potential supporter, many people simply ask, "Do you want to buy a CupBop card?" **THIS WILL NOT WORK!** You must give people some information about yourself, your group, and what you are trying to accomplish. By doing the following, you will be more successful and **MAKE MORE MONEY...FASTER and EASIER.**

THE FOLLOWING POINTS SHOULD BE MADE:

1. Introduce yourself and the group you are representing.
2. Tell the person about your goal (Trip, uniforms, tournament, fees, etc.).
3. Introduce the CupBop fundraising food card. Explain that it includes valuable CupBop offers, including BOGO, free food, and discounts. Show the card or brochure if you are in person.
4. Tell the supporter the price of the CupBop foodie card: \$35.00 each.
5. At this point, DO NOT ask the supporter, "Do you want to buy one?" Instead, ask the supporter...

"WOULD YOU LIKE TO HELP ME?"

IT SHOULD SOUND LIKE THIS

"Hi, I'm ___(name)___ with ___(class)___ at Herriman High School. We are raising money for _____. To raise the money we need, we are selling CupBop foodie cards. The card includes great CupBop offers such as BOGO, free food, and discounts. This Cupbop card is a one time use and sells for \$35.00. WOULD YOU LIKE TO HELP ME?"

Most people you sell to are adults. **ADULTS RESIST BUYING THINGS...**but most adults want to **SUPPORT GOOD CAUSES!**

GETTING HELP FROM OTHERS

Ask MOM and DAD and other relatives & friends to help by sharing the CupBop fundraiser with people at work and in their contacts. People will support good causes. Your family & friends help you reach more people... **YOU MAKE THE PROFIT!!**