



SALES TIPS



PREPARING TO SELL



Set goals. Pick a realistic personal goal and write down all the people you know that would help you reach that goal by purchasing the Beyond The Court "Passport to Savings" App.

Be prepared to answer questions. Know the price of the Beyond The Court "Passport to Savings" membership, (**only \$29.99**) also know some of the most popular merchants offering deals in your area, and how to download.

SELLING VIA EMAIL AND SOCIAL MEDIA



From your student portal: Click on **"Share App"**, this feature sends a pre-written letter to your compose page, and even pre-loads your personal fundraising code. This is an easy and fun way to email all your friends and family about your fundraiser. It even sends an 'action photo' of you, simply upload photo from your personal Student Portal. Also your parents can save their friends \$\$\$ by using **"Share App"** feature.



Step Two: Click the **"Send App"**, this feature allows you to send the app via **email** or **text** in **"real time"** with your code embedded to an individual quickly. FUN, FUN!



Step Three: Once your parents have purchased the App, they can **"Refer a Friend"** or **"Gift a Friend"** from the App **"Side Bar"** or simply show it off personally and hand out your code.



Step Four: Print out the **"Leave Behind Letter"** located in your Student Portal, write your personal code on the letter and have your parents approve you to pass out to neighbors or their colleagues at work. Make sure you make a note of committed buyers so if you don't see them in your portal, you can remind them to buy and save!



SELLING IN PERSON



Be prepared. When going out to sell, take the Leave Behind, and Commitment sheet. Both can be printed from the Student Portal under "Leave Behind". Taking a clipboard will be helpful. Practice the script so you do not have to read it. The script is just a guide to get you started. Do the best you can your selling them something they can really use!

Be considerate. If possible, walk on the sidewalk. It is considered rude by many people to just barge through the front yard. Ring the doorbell, put on a smile, and wait.

When someone answers the door, tell them who you are and what you're selling. **See script.**

Encourage everyone you approach to download the App and register while you are there. If not, try to get a commitment from them, write it on the Commitment sheet and follow up.

(Don't forget to have your parents contact all of their coworkers and friends)

"A goal properly set is halfway reached." - Abraham Lincoln

Sample Script

Please practice before selling in person

Hi, my name is _____, and I am with _____.

*I'm selling **Beyond The Court "Passport to Savings" Memberships** to help raise money for my fundraiser. If you haven't heard of **Beyond The Court "Passport to Savings"** yet, you will. It is an easy to use digital coupon book in the form of a Smart Phone App. You always have it with you and new deals are added weekly. The Beyond The Court "Passport to Savings" membership will save you hundreds and maybe even thousands of dollars a year at local business merchants depending on the offers you redeem. The cost is **only \$29.99** for a full year membership and our fundraiser gets a full 100% of the Compound Giving features and 50% off the total price. Will you please help support us and save?*

If they say yes, ask them to download the App and register it while you wait so you will be there to assist them if they have any questions.

Thank you so much for helping us.

If they are not able to download right then, put their information on the Commitment form and make sure they understand to enter your fundraiser code when registering.

Please download and register your App by next week so that I will get credit for the sale. As soon as you register, I can log onto to my personal web page and verify the sale. I really appreciate your support and I know you will be glad you purchased the Beyond The Court "Passport to Savings" App.

FOLLOW UP IS VERY IMPORTANT !

If you make the sale immediately, Great. Your job is done! If not, you will need to follow up. You will be able to see the sales you have by logging into your personal student web portal at www.cherrycreekmobile.com. Be sure to keep track of the people that made a commitment to purchase and all the people that you sent the email you received after registering. If someone gives you a commitment and you haven't seen their sale within 3 days. SEND AN EMAIL. If you still haven't seen the sale within 5 days. RESEND EMAIL AND GIVE THEM A CALL.

Mr./Mrs. _____, I contacted you on _____ and you gave me a commitment that you would help support _____. Are you still going to be able to help us by registering the Beyond The Court "Passport to Savings" App?

If Yes, encourage them to register as quickly as possible so you will get the credit.

If No, Ask them what has changed their mind. Remind them they are helping your fundraiser, just a couple redemptions will pay for the App, and they can save thousands throughout the whole year!

How to Purchase App From The Beyond The Court Schools Mobile App

Download for FREE, **Open Side Bar, Tap Join Here, Enter student code**, or search name for code, **Tap Purchase App, Register Email, then Extra Donation** (Give generously as you will save generously, 100% Extra & Plus \$1 goes to fundraiser), **Payment Screen, Enter Credit card, Open Side Bar, Click Profile and Register. Let your savings begin!**

Purchase App From www.BeyondTheCourtMobile.com Click Green Button, Follow Prompts