

### Getting More Appointments

“Some will, some won’t, 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](http://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 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

#### **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 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/Acquaintances for Parent's Number:**

Hey \_\_\_\_\_, so I just started a new job and they have a scholarship program that I can earn with credits. All I have to do are quick easy presentations for people who are over 30 and get their opinion on something. I figured your parents were over 30. Do you mind sending me your mom's number? It would really help me out!

#### **“What is it?”**

I am just doing appointments to help me save money for college. I just need their opinion of what and how I am doing! It is simple and painless and I just want to give them a quick call to see if they can help me out! What's their number?

#### **"No you can't have it/I don't feel comfortable."**

I understand being hesitant towards giving your mom's number out to a random person! Haha I would be too. But obviously I am not just some random person that is going to sign your mom's number up for a bunch of telemarketers to call lol. I just want to see if she can help me out towards this scholarship I am working on! What is her number?

#### **“Are you selling something?”**

The way the scholarship program works is I show people a product and get their opinion on it. If they want to buy, they can, but all I care about is the scholarship (which is based on presentations)! It is a fun and easy presentation and it won't even take an hour of their time! What is their # so I can explain the scholarship I am working towards?

#### **“Let me ask my mom”**

I would actually love for you to reach out to your mom! Why don't you shoot her a text saying that I will be giving her a quick call for something I am doing for a scholarship, that way she knows when she sees my number pop up! Also, I can explain the scholarship I am working towards and how she can help me! What is her #?

#### **“My parents don't know you”**

Yeah that is true. If you tell your mom I am a friend of yours trying to win a scholarship, I am sure she would let me give her a quick call! What is her #?

**FB Post from Customers/Family:**

WHO CAN HELP OUT?

My son, Jesse Fox, 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 (Jesse Fox) 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!

Oh.. and PS.. he tells me he can do long distance presentations for those out of the Tampa Bay Area.