

Tips For Being An Effective Salesperson!



As you're out selling
Keep America Clean & Green trash bags,
remember these helpful hints and tips
to help maximize your success.



FOR DOOR-TO-DOOR SALES:

BE POLITE

Always exhibit a positive, friendly attitude. Never interrupt a potential customer, and make it a habit to use ma'am and sir when speaking with adults.

For example, if a potential customer asks a question like:

"Oh, are you selling stuff for the Boy Scouts?"

Then a great answer would be:

"Yes ma'am. We are working to raise money for camp, and we are selling eco-friendly trash bags made in the US from recycled materials. Would you like to see what we have?"

Politeness goes a long way toward earning a sale.

INTRODUCE YOURSELF

Always greet the person who answers the door with a friendly:

"Good morning" or "Good afternoon."

Let them know who you are, why you are selling, and what you're selling. A great introduction might go something like this:

"Good afternoon! My name is _____ and I'm with Boy Scout Troop _____. We are working to earn funds for _____, so we are selling eco-friendly trash bags made in the US from recycled materials. Would you like to see what we have?"

REMEMBER TO SHARE THE KEY MESSAGES ABOUT YOUR PRODUCT

A lot of people are going to be interested in at least seeing what you have to offer. When they do, don't just show them the order form. Instead, show them the products—or show them pictures of the products on the order form—and tell them something about what you're selling.

Estimated Need Chart ¹	Tall Kitchen Bags (13 Gal.) 30 bags per roll				Tall Kitchen Bags (13 Gal.) 50 bags per roll			
	NUMBER OF PEOPLE IN HOUSEHOLD				NUMBER OF PEOPLE IN HOUSEHOLD			
Use Time Period	One	Two	Three	Four	One	Two	Three	Four
1 month	1	1	1-2	2-3	1	1	1	1-2
3 months	1	1-2	2-3	4-5	1	1	1-2	2-3
6 months	1	1-2	3-4	6-7	1	1-2	2-3	4-5
Year Supply	1-2	2-3	4-5	8-9	1	1-2	2-3	5-6

¹Calculations based on internal WasteZero bag usage data.

For example, while your customer is looking at the order form or samples, you could say:

"These trash bags are 100% made in the USA, so they help our economy. They're made from recycled materials, so they are better for the environment than other trash bags. We have the most popular sizes available: 13-gallon tall kitchen bags, 30-gallon trash or recycling bags (available in tan or clear options), and big, thick 41-gallon contractor bags. They all have a convenient drawstring closure, which is most popular with consumers."

ASK FOR THE BUSINESS

Don't be afraid to ask for the business. Some people will decide on their own that they want to buy, and they'll just come right out and tell you. Others, you'll need to ask. Questions like the ones that follow are good ways to ask for the business:

"Which sizes would you need?"

"Would you like me to write down an order for you?"

HELP THE CUSTOMER FIGURE OUT HOW MANY TO BUY

Once customers have made the decision to buy, you might be able to help them figure out how many rolls they'll need. A simple question like:

"Would you like a one-month supply, three-month supply, or more?"

Then you can use the table above to help them determine how many rolls to buy, based on the number of people living in their household.

EXPAND THE SALE IF APPROPRIATE

Sometimes, you can increase your sale by asking a question or making a suggestion. For example, a customer buys Tall Kitchen Bags during the Fall. After thanking them for their order, you might also want to ask:

"Fall is coming and the leaves will be coming down soon. Would you also like to order some of these clear 30-gallon bags? They are great for bagging up leaves."



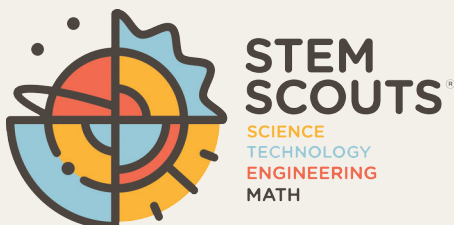
Never be pushy, but you'd be surprised how much additional product you can sell simply by asking a few questions and making some helpful suggestions.

FILL OUT ORDER FORM OR DELIVER THE PRODUCT

If you're taking orders, don't forget to completely fill out your order form. Complete the sale!

TELL CUSTOMERS HOW TO RE-ORDER

As you leave, remind the customer to contact you if they would like to re-order more bags when they run out. You might want to give them a card with your contact information for re-orders.



STEM Scouts Fundraiser

We're happy to provide a new council-sponsored fundraiser primarily for youth participating in our new STEM Scouts program. Youth in your lab can earn money to pay for annual registration fees, STEM purchases in the Scout Shop, STEM day camps and STEM Lab field trips. This fundraiser will also help provide leader training, lab equipment & resources, VORTEX programming and overall program support to STEM labs across North Central Wisconsin.

Sale Dates:

Saturday March 4th - Sunday April 2nd

Orders Due: Wednesday April 5th

Bag Pickup: Saturday April 29th

Money Due: Friday May 19th



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