# 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, Mom's FB Groups, HS/Middle School yearbooks, Lower School Directories
- Church or Neighborhood Directories, Sport Rosters, Nextdoor.com, 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

**Sticky Note Neighbor Approach:**

Hi! My name is Mike Abramowitz. I live up the street at 7 Crystal Place. I am a student at Matawan High School and wanted to see if you could do me a favor. I stopped by but no one was home. If you could call or text me at ( Phone Number ) as soon as you can I would greatly appreciate it! Thanks! ☺

**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 summer job and I was hoping you could help me out.

My assignment is to set up appointments with people to show a product and get their opinion on it. The product is called Cutco. You don't have to get anything, I get paid just to show it. Right now, I'm in a contest where if I can hit my appointment goal each week, I'll be able to cover my entire Fall Semester of expenses. The appointment is fun, easy, and fast (takes less than an hour) and it's over the computer.

Is there any way possible that you would be available any time this next week? It would really help me out! I look forward to hearing back from you! 🙂

**Message to Friends for Parent's Number:**

Hey! I just got a new job and for training I need to do some practice appointments so I can get some experience. What is your mom's number so I can reach out and see if she will let me practice with her?

**FB Post from Customers/Family:**
WHO CAN HELP OUT?

Jessica Sheynin is working really hard towards a scholarship and every appointment she makes helps her towards her goal. It's a simple presentation over the computer for Cutco. The great thing is that you are under no obligation to purchase anything, it helps her either way! (and it's quite fun)

If you think you might be able to help her, please comment below, LIKE this post, OR message her directly (@Jessica Sheynin) so she can contact you.

Thank you for reading this and for your help. She insists on making her own money for college and not borrowing from her parents! She is one of our desperately needed entrepreneurs!

Please make sure to reach out and help this hardworking student! She's a sweet heart..... BTW :)

**FB Message to Potential Customers:**
Hey David!! This is Amanda Swanson.

I am Amy Solomon's daughter and I am attending Pasco Hernando State College as a pre-med student. The company that I'm working for offers scholarships to help me pay for school. My assignment is to set up appointments with people to show a product and get their opinion on it. The product is called Cutco. You don't have to get anything, I get paid just to show it. Right now, I'm in a contest where if I can hit my appointment goal each week, I'll be able to cover my entire Fall Semester of expenses. The appointment is fun, easy, and fast (takes less than an hour) and it's over the computer.

Is there any way possible that you would be available any time this next week? It would really help me out! I look forward to hearing back from you! 🙂

**Text to Recs from Customer:**

> I just met with this nice FAMU student named Shannon Vazquez and she is working on a scholarship with Cutco. She gets credit for showing it so I told her you probably wouldn't mind helping her out. It's a lot of fun. So she'll be giving you a call soon. Hear her out please! :)

**Text to Recs after Customer Sends Text:**

> Hey Sarah, this is Amanda Swanson! I promised Lathea, I would call you, but don't want to interrupt anything! It's a quick favor she was helping me out with. I'll shoot you a quick call tomorrow before 9am. I'm looking forward to introducing myself!

**Miscellaneous Tips**

- Sound like they're expecting your call
- Sound like you are *setting* the appointment vs *asking* for the appointment
- Sound like they should know who you are
- Sound like someone they want to meet

**Phone Objections**

**Call me back later and we will see:** Thank you so much for agreeing to help me out! I know Sally said you were nice, but she didn't tell me you were this nice! It would be amazing if we could set up a time right now and pencil it in and then I will call you to confirm because I REALLY need to have my schedule booked to stay on track towards my goals. Do you want to pencil in Day at Time or do you think Time would be better … if you had to guess?

**How long does it take?** 4-5 hours … But I will be the highlight of your day (jk) Maybe an hour or so, but not too long because I am REALLY busy and I'll keep it as quick as possible so I can just get credit towards the scholarship. So could you squeeze me in real quick at _____ or would _____ be better?

**What are you selling?** The product is called Cutco … have you heard of it before? (See "I already own it" if yes) Cutco is (under water toasters, camel brushes, igloo, etc) JK … it's just a bunch of stuff for the kitchen that you probably have a ton of but I get paid just to tell you a little bit about it. It's a lot of fun and wont take too much time. So could squeeze me in real quick at_____ or would_____ be better for you?

**I already own it**- That's awesome!!!! How long have you had it for? Do you still use it? Well, when you first bought your Cutco, you paid for the Forever Guarantee. So, what I can do inspect your knives with you to verify that everything is still in great shape and review the guarantee. I can show you some new products too and it only takes a few minutes and I get paid for it. The appointment would really help me out, so would _____ or would_____ be better for you?

**FIRM UP**

☺ Thank you so much, you don't know how much this helps me out with the scholarship/contest that I am working towards.

☺ What's the best email address to send a confirmation to, along with the link for the appointment?

☺ Can you grab a pen, and some paper or your calendar so I can give you my confirmation number JUST in case my manager calls?

☺ Please write down, (my Name), (Day), (Time), and my confirmation number is … … (Rep Number).

☺ Lastly, put a big smiley face on it, so you know what I look like. And could you please put it under a magnet, or somewhere that you will see it … this way you remember me!

☺ I'm sorry to have you go through **all** this trouble, but I can pay for my entire semester of college if I can hit my appointment goal each week, and the other day I had an appointment … and the lady… didn't … even….remember! … which put me behind on my appointment goal.

☺ Now, I know that ***you*** wouldn't do that, but I also know that people are **REALLY** busy, and I just want to make it as easy as possible for you to remember me … so are you 100% sure that this time works for you?

- ☺ THANK you sooo much again! You have no idea how much this helps me with the scholarship contest I'm working towards. We are going to have A LOT of fun!

- ☺ BTW, will your husband be there too? It's going to be a lot of fun! Thanks again and I CAN'T WAIT to meet you over Zoom on **Day** at **Time**!