

SELLING TIPS

- Selling teams are made up of 2 students, one to knock on the door and talk, and one to carry the flag. We suggest taking turns
- Be familiar with the order form and the way the Flag Service works
- Bring water and sunscreen
- Wear a Brentwood Band shirt

Once in neighborhood selling:

Say “Good morning” or “Good afternoon” and smile!
Give them handout with order form at bottom.

Key points to say

- we are with the Brentwood High School Band
- we are selling a 1 year American flag service
- for \$50 we will place this American flag in your yard from dawn to dusk on 5 national holidays (Memorial Day, Independence Day, Flag Day, Labor Day and Veterans Day)

Ask: “Can we sign you up today?”

- If they say **no**, ask them if they would like to give a donation instead.
- If **yes**, and they want to pay with a **check**, have them complete bottom of form and give you a check
- If **yes**, and they wish to pay with **cash**, it must be exact amount of \$50 unless you can make change from previous orders. We do not have change. Complete order form, mark “Cash”
- If they wish to make a donation only, mark donation and record \$\$ amount in blank
- **Give them the top portion of the order form as this is their receipt and has contact info on it**
- Always thank them when you are done

Look at completed order form to make sure all information is filled in and readable. (We can't put up a flag if we are unsure of the address). Give order form and check or cash to your driver. Fold order form around check or money to ensure they stay together.

If no one answers the door, tape handout on door with blue painters tape – about 1 finger length.

Good luck! Remember, even if no one is home, you may get a sale when a customer sends in the order form you are leaving with them.