

CUSTOMER GATHERING WORKSHEET

This worksheet is designed to help you assist each new Marketing Distributor (MD) gather their first two subscribing customers so they can become qualified and you can get your \$100 Customer Acquisition Bonus (C.A.B.)

A. Make a short list of people you know so well they would be willing to help you out.

1.	5.
2.	6.
3.	7.
4.	8.

B. Suggested Scripts

Option 1

"Do you have a minute? I need a little favor from you. I would like to run something by you. Are you by your computer by any chance? I don't have a lot of time, but what I would like to do is run a short three-minute video by you and get your reaction. If you like it, which I think you will, I would like to ask you to be my customer. It costs about fifteen dollars. I'd like you to watch the video first, get your reaction, and we'll go from there. So, do you have about three minutes right now?"

Go to www.sendoutcards.com/Your ID #, go ahead and turn your speakers up and watch the video that's there and I will talk to you after the video. Pretty cool, huh? Could you see yourself using a product like that?

What I would like to do is set you up to try SendOutCards. It cost about fifteen dollars, its \$9.80 per month and for the first month you will need to add \$5 in postage. I will show you how to use it. It would really help me out if you would be one of my customers. If you have two minutes now, I can get you set up. Would that be all right? All I need to do is get a little information and I can get your account set up for you."

Option 2

"Hey _____, I have a really cool product that I think you could use. If I send you over a video would you watch it? It is about a three-minute video. If I send it over, when could you watch it? So, if I call you in _____, would you have watched it for sure?"

I will send the link to you and call you in _____. On scale from 1-10 what is your interest level? Would you try it out for a few months? If you like it and use it great! If you don't, you can just turn it off. Would you do that for me? All I need to do is get a little information and I can get your account set up for you."

C. Sign them up.

<input type="checkbox"/> Customer #1	<input type="checkbox"/> Customer #2
Name:	Name:
Address:	Address:
City:	City:
State: Zip:	State: Zip:
Phone:	Phone:
Email:	Email:
CC#	CC#
Exp. (MM/YY): CVV#:	Exp. (MM/YY): CVV#:
<input type="checkbox"/> \$9.80/Month - 20 pts (\$.49 per point)	<input type="checkbox"/> \$9.80/Month - 20 pts (\$.49 per point)
<input type="checkbox"/> \$31.00/Month - 100 pts (\$.31 per point)	<input type="checkbox"/> \$31.00/Month - 100 pts (\$.31 per point)
<input type="checkbox"/> \$5.00 expense	<input type="checkbox"/> \$5.00 expense

D. Schedule Customer Training:

Customer #1	Customer #2
Date: Time:	Date: Time:

