MALTA

Martial Arts Leadership Training Association

# Business to Business

## Big Brothers Big Sisters

Mindset: We need to be in front of people

IT IS ALL ABOUT YOU!!

We need to make appointments that day and schedule them within 24-48 hours.

**Asking Permission**

What to wear – dress business (sharp)

What time to enter the business to ask – before 3pm

Introduce yourself " Hi, I am David Clements and I am with Big Brothers, Big Sisters and we have been in the area at (and mentions a couple businesses) raising money for Big Brothers Big Sisters. We know everyone is tight on money these days.

Ask for the Decision maker – Manager or owner

If they say no – What would it take?

If they say yes – When would it be possible

**Booth Set – up**

Understand it is NOT about the booth, it is all about YOU!

Needs for the booth – Cloth, jar, banner (Big Brothers Big Sisters teaming up with (Name of School))

Stand beside or in front of table, don't camp out behind it.

**VIP**

Mindset:  Set a goal (example: Once I get 10 appointments I am going to leave, whether it takes one hour or ten.)

Everyone that leaves the store has to pay the toll –they have to talk to you.

Simple follow scripts to ask for appointments.

Follow up with texts (Ask for cell numbers)