# HINTS FOR SELLING CUPBOP CARDS

Dance Studio CupBop Fundraiser

Raise2Shine

Dancers sell CupBop Foodie Cards by **phone call to people they already know**. The card is $35, and your studio earns $10 on every card.

## YOUR CALL SCRIPT

> **“Hi ___, it's (name). I'm a dancer with (studio name), and we're doing a CupBop fundraiser for our studio. The CupBop Foodie Card is $35 and it's packed with CupBop offers like BOGO, free food, and discounts. Our studio gets $10 from every card. Would you like to help me?”**

## WHO TO CALL

Family, grandparents, aunts and uncles, neighbors, family friends, and your parents' coworkers. Make a list first, then work through it.

## TIPS FOR A GREAT CALL

- Practice the script out loud a few times before your first call.
- Smile while you talk. People can hear it.
- Ask how many cards they would like. Many people buy more than one for gifts.
- Collect payment at the time of the order and write it on your Seller Order Form.
- Let buyers know the card is valid at Utah CupBop locations except UVU, University of Utah, Washington (UT), and Spanish Fork (UT).
- If they say no thank you, thank them anyway. If they don't answer, call back another day.
- Say thank you, and let them know you'll bring their card when it arrives.

## STAY SAFE

- Call only people you know.
- Never go door to door.
- Never approach strangers.

## QUESTIONS?

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**Your studio**
Studio name
Studio phone
Studio email