

Sellers/Team Tips!

- **Team or Seller Page:** Create a profile and a personalized Seller page. By signing up to be a team captain and visit www.mannapa.org.
- **Email Signature:** Create a new email signature with a link to your Seller page.
- **Email Distribution Lists:** Use your email distribution list to send out electronic notes to friends and family. Make sure to include a link to the Seller page. Don't worry about the order forms, let people buy online!
- **Look Outside the Neighborhood:** Reach out to family and friends outside the Philly and South Jersey region. Anyone can make a donation in support of MANNA!
- **Track your Sales:** You will receive an email when people make a transaction. Use this to see who has and has not purchased a pie. The week before sales close follow up with an email to those who have yet to purchase a pie.
- **Social Networking:** Reach out on a network you already use! You can post your sales info on Facebook or send messages. You can also Tweet and post links to the website, and share what your company is doing as a group or team on LinkedIn.
- **Make a list and check it twice:** Create a list of people (work, family, and friends) that you want to contact. Use the list as a way to track sales and make sure that you don't forget anyone.
- **Create a goal reminder:** Create a visual tool for the team/company that will help indicate how well your doing reaching your goal. It can keep people motivated and on track.

- **Gifts:** Remind others that they can purchase pies as a charitable gift for a friend, co-worker or family member.
- **Delivery:** If you sell outside the pickup area you can deliver their desserts. It is a great way to get others involved and gives you an excuse to see a friend.
- **Work Together:** Recruit people to form a selling group or team. Be sure to include people from all departments. A network of inter-departmental colleagues will expand the number of contacts.

Work Place Selling Tips

- **Client Letters:** If permissible, develop and send a personalized letter and order form to co-workers and clients.
- **Work Events:** Use work events and other gatherings as a time to provide order forms and promotional material.
- **Office Building:** Some office buildings permit the placement of ads in the elevator or allow you to send out an email to the tenants. Be sure to check with management.
- **Lobbies:** Some buildings permit individuals to set-up a table in the lobby for promotion or sale. You could also check to see if they allow a poster display or a place to place fliers or cards. Be sure to check with management.