**This is a 3-man team script (2 will work). Works best if members have the discount card app themselves and can show it on their phone. Have them do some homework on the local discounts and key national discounts… especially the travel!**

* 1st member engages the customer and introduces themselves, the chapter and ask the customer if they have a few moments to hear about the great opportunities \_\_\_\_\_\_\_\_\_ FFA has for them.
  + Once the customer engages the student, the member gives a brief but thorough overview of the FFA Discounts and Travel Rewards highlighting KEY discounts that would be of interest. ESPECIALLY the travel.
* 2nd member demonstrates the app and/or website on “Safari” via their phone. This member makes the use of the app look easy and appealing. (The travel discounts demo best on Safari but the app makes the program appealing.)
* 3rd member (if used) discusses what the specifics of the fundraiser proceeds.

**SCRIPT**

**FFA Member 1:** “Hi how are you doing today?”

Customer: “Good”

**FFA Member 1:** “Can I take a minute of your time to talk to you about all the great things we have going on with \_\_\_\_\_(school name)\_\_\_\_\_ FFA and how our how our chapter could help you?”

**Customer:** “Sure” (If “No”, be polite and say “have a great day”)

**FFA Member 1:** “Our chapter is having a fundraiser to support \_\_\_\_\_(purpose)\_\_\_\_\_, and we are selling our FFA Travel Rewards & Discount cards with lots of deals. To start off the first thing you see on the card is the big and bold $100 travel credit that you can use at over a million locations, including places like Myrtle Beach and Disney World. It applies to hotels almost anywhere in the country and even car rentals. If you’re not planning on traveling there are also 5-50% deals in over 340,000 stores not just locally but nationally. With this $10 contribution you are entitle to 365 days worth of discounts nationwide as well as discounts for online shopping and travel. Depending on the discounts you can recover the cost of the card with JUST 1 USE! And on top of that, you don’t even need to carry a card around because the discounts are available through the mobile app or online. \_\_\_\_\_(Member 2 Name)\_\_\_\_\_ will now tell you a little bit about the app.”

**MEMBER 2 does the app part of the process.**

\*after Member 1 passes on the conversation, Member 2 introduces the customer to the app\*

\*Have the App pulled up on a phone. \*

**FFA MEMBER 2:** “This is the app and it’s here to make things a lot easier for you. After you register your card online, which the instructions are on the back of the card; you can download the app to your phone.”

*\* scroll through and if you want to look something up you can\**

“There are over 340,000 local and NATIONAL retailers and it gives you a 25-mile radius of all the discounts near you. As well as the major discounts on hotels and travel *(recommend you look at the travel online or via Safari due to it’s easier to book the hotels through the website)*. And all of this is ONLY for the price of $10 and last one year from the day you register it. And my friend \_\_\_\_\_(Member 3 Name)\_\_\_\_\_ here can tell more about where our money will go to.”

**FFA MEMBER 3:** “All the proceeds we raise go to benefit our FFA Chapter, as we are raising money to \_\_\_\_\_(restate and explain the purpose)\_\_\_\_\_.”

**Tips for being successful (per other FFA members)**

* Be in FFA Official Dress or FFA T-shirts (Look nice & presentable)
* Know the Discounts (Do some homework on the best discounts) Especially the ones locally and DEFINITELY the Disney, Entertainment (ie. Movies, Fun Places) and national savings.
* Know how to use the app and the website ESPECIALLY the travel because the travel rewards are the easiest sale (if you can show a city like Myrtle Beach on the website and let them see the HOTEL saving alone, will sale a lot of cards).
* Have a discount card yourself (its worth the $10 and it helps you sale if you know how to use it and some of the deals)
* Go at least once in a group as a chapter to sell
* Make sure to smile and be polite
* When telling people about the product be enthusiastic
* At the end always say thank you and have a great day
* Have fun and even if some people say no it’s okay because not everyone is going to say yes