

# The FFA Travel & Savings Cards Elevator Speech

*This is a potential conversation starter for a student to utilize. It is only a suggestion. The core talking points of the FFA Travel & Savings cards are bulleted below as well as some sales tips.*

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

**Customer:** “Good”

**FFA Member:** “May I take a moment of your time to tell you about a few of the great things we have going on with (school name) FFA?”

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

**FFA Member:** FFA is a dynamic student organization that has been around since 1928 that helps develop premier leadership potential and skills for career success. Our students compete in a variety of competitions throughout the year, as well as participate in conventions and we even have a school based (farm, greenhouse, etc.) *This is just a suggestion, but it is a conversation starter.*

**FFA Member:** “Our chapter is having a fundraiser to support (purpose), and we’re selling FFA Travel Rewards & Savings cards!

- These cards provide you a 1-year membership to the FFA Travel & Savings App that has thousands of digital coupons here on your phone. *(or you can print them from your desktop if you prefer)*
- The app will generate discounts within a 25 miles radius of your location, making discounts available ANYWHERE you go...NATIONWIDE! Including savings on hotels and places like Disney, Sea World & Universal Studios. *(Both local coupons & online savings)*
- Every card comes with 100 travel credits for BIG savings on Hotels when you book through the app or the myffarewards.com website *(either thru the app or online)*
- Also, every FFA Travel & Savings card offers additional FFA EXCLUSIVE discounts redeemable at FFA partners like Justin Boots, Cavender’s, Cinch Jeans, Wrangler, and more!

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**FFA Member Tips:** **These strategies are strongly encouraged**

- Have the My Deals mobile app on your phone and know how to access it! **YOU MUST** be familiar with it.
- You **MUST** show them the usefulness of the My Deals Mobile app, including a coupon demonstration.
- Know a few of your local offers that people will recognize.
- Ask them where they like to vacation, and pull up the travel/hotel savings to that location
- You can’t sell something you’ve never used yourself. Give it a try!