

# B

Miscellaneous

# I

Increase Sales

# N

New Customers

# G

Marketing



On the Phone

Participate in a vendor show.

Receive a customer order of \$200+ (not your own order).

Fill out who do you know sheet and pass out catalogs to 5 potential new customers

Hold a contest this month.

Reactivate 2 customers that haven't ordered in 6 months or more.

Ask for 3 product reviews and post them on Facebook or in an email sent to your customers.

Call at least 8 customers to remind them the order is going in.

Have a referral incentive and ask 5 customers for referrals. Follow up!

Call 5 customers to thank them for their business and tell them how much you appreciate them.

Call customers that haven't ordered in 6 months - we miss you!

Offer Samples when customers pick up their orders.

Beat your monthly sales average by 10%

Get 2 new customers to order this month.

3 part reminder system- email, text, call. Do all three this month.

Contact by phone, new people you gave catalogs to follow up and ask for an order.

Update all customer information online.

Sell at least \$100 each week this month.

Take catalogs to an event you attend. Pass at least 3 out to people attending the event.

Post on Facebook every day of order week.

Call your RSM and brainstorm ideas to grow your business. Commit to following through with at least one idea.

Have an open house/ sampling party at your house.

Get 5 more customers to order this month than last month.

Visit a local daycare with samples and a catalog. Let them know how AP can help their business. Don't forget to follow up!

Take samples to a doctor's office, hair salon, or other business.

Have a tasting party at someone else's home.

# BINGO



Stir up some fun with our Food Show BINGO and win monthly prizes as well as a chance for bigger prizes in a drawing at the Food Show in September.

## Here's how to play:

Download and print four copies of this BINGO card before you begin selling from Catalog #5. These 4 cards will be for Catalogs 5, 6, 7, and 8. Each month, complete 5 squares in a row for BINGO. BINGO must be in a different direction on the card for each catalog month. **Email your RSM** when you have accomplished BINGO and include details or evidence for each task you completed.

- This is the honor system. Each rep is responsible for tracking the contest and reporting to her RSM.
- When you complete a square put the date completed and an X to mark it so you know you finished that one.
- Once you get BINGO, you must report it to your RSM and post it on the AP Rep Facebook page. If you don't have Facebook send a picture to your RSM and she can put it on Facebook.
- You can only get BINGO in one direction each time. Each time you get BINGO it has to be in a different pattern.
- There are no rewards for a partially completed bingo board.
- When a Rep wins BINGO, they will receive the prize for that month with the next truck order and be entered in the drawing for grand prizes at the Food Show, Sat. Sept. 21st. Reps must be present at the Food Show to win drawing prizes.

## Reps who earn BINGO will receive the following prizes:

Catalog #5

Zyliss 2-Piece Santoku Knife Set (\$14.99 value)



Catalog #6

Zyliss Zick-Zick Classic Food Chopper (\$12.99 value)



Catalog #7

Jamie Oliver 8" Square Cake Tin (\$19.99 value)



Catalog #8

Jamie Oliver Pizza Stone & Serving Rack (\$19.99 value)



All reps who earn BINGO will be entered in a special drawing Saturday morning prior to the Food Show.

## 5 Winners will be drawn for one of the following prizes at the Food Show:

Instant Pot, 8 Qt (Value \$99)



USA Pans 6 Piece Bakeware Set (Value \$107)



Kindle Paperwhite (Value \$130)



Presto Nomad Traveling 8 Qt. Slow Cooker (Value \$75)



Cuisinart 5-in-1 Griddler (Value \$79)

