

N.O.W. Selling Method Coupons

Have the coupons already cut and ready to hand out to each student at your kickoff. Ask them fill in the blanks as you explain how it works. Have fun with this and ask 2 students to roll play in front of the group. Also have each student pair up and practice.

NOW	NOW	NOW
N = NAME	N = NAME	N = NAME
O = ORGANIZATION	O = ORGANIZATION	O = ORGANIZATION
W = WHY	W = WHY	W = WHY
"Hi, my name is I'm with	"Hi, my name is I'm with	"Hi, my name is I'm with
and we're raising	and we're raising	and we're raising
money for	money for	money for
We're ask-	We're ask-	We're asking
ing people to purchase 1 or more	ing people to purchase 1 or more	people to purchase 1 or more items
items from our brochure."	items from our brochure."	from our brochure."
(Then hand over the brochure, order	(Then hand over the brochure, order	(Then hand over the brochure, order
form and a pen & smile!)	form and a pen & smile!)	form and a pen & smile!)
N O W	N O W	N O W
N = NAME	N = NAME	N = NAME
O = ORGANIZATION	O = ORGANIZATION	O = ORGANIZATION
W = WHY	W = WHY	W = WHY
"Hi, my name is I'm with	"Hi, my name is I'm with	"Hi, my name is I'm with
and we're raising	and we're raising	and we're raising
money for	money for	money for
We're ask-	We're ask-	We're asking
ing people to purchase 1 or more	ing people to purchase 1 or more	people to purchase 1 or more items
items from our brochure."	items from our brochure."	from our brochure."
(Then hand over the brochure, order	(Then hand over the brochure, order	(Then hand over the brochure, order
form and a pen & smile!)	form and a pen & smile!)	form and a pen & smile!)
N O W	N O W	N O W
N = NAME	N = NAME	N = NAME
O = ORGANIZATION	O = ORGANIZATION	O = ORGANIZATION
W = WHY	W = WHY	W = WHY
"Hi, my name is I'm with	"Hi. mv name is . I'm with	"Hi, my name is I'm with
and we're raising	and we're raising	and we're raising
money for	money for	money for
We're ask-	We're ask-	We're asking
ing people to purchase 1 or more	ing people to purchase 1 or more	people to purchase 1 or more items
items from our brochure."	items from our brochure."	from our brochure."
(Then hand over the brochure, order	(Then hand over the brochure, order	(Then hand over the brochure, order
form and a pen & smile!)	form and a pen & smile!)	form and a pen & smile!)