



# 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.

<p><b>N O W</b></p> <p><b>N = NAME</b> <b>O = ORGANIZATION</b> <b>W = WHY</b></p> <p>"Hi, my name is _____. I'm with _____ and we're raising money for _____. We're asking people to purchase 1 or more items from our brochure." <i>(Then hand over the brochure, order form and a pen &amp; smile!)</i></p>	<p><b>N O W</b></p> <p><b>N = NAME</b> <b>O = ORGANIZATION</b> <b>W = WHY</b></p> <p>"Hi, my name is _____. I'm with _____ and we're raising money for _____. We're asking people to purchase 1 or more items from our brochure." <i>(Then hand over the brochure, order form and a pen &amp; smile!)</i></p>	<p><b>N O W</b></p> <p><b>N = NAME</b> <b>O = ORGANIZATION</b> <b>W = WHY</b></p> <p>"Hi, my name is _____. I'm with _____ and we're raising money for _____. We're asking people to purchase 1 or more items from our brochure." <i>(Then hand over the brochure, order form and a pen &amp; smile!)</i></p>
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