

# How To Get More Initial Numbers Numbers

**Some will... Some won't... If so - great!...  
If not - it's okay - on to the next!**

**\*\*\*The answer is always no if you don't ask\*\*\***

## **Initial Text:**

Hey! I just got a new job and for training I need to do some practice appointments with adults so I can get some experience. I figured your parents could help. What's your mom's number so I can reach out and see if she will let me practice with her?

**OR**

Hey! Super random but I'm trying to win a scholarship for work. I have to get in contact with people that are over 25. I figured your parents could help. Can you send me your mom's number so I can ask her a super quick question?

**If they reply with a question or don't understand, you can say the following:**

So, I'm getting paid to do product presentations and spread the word, and if I do enough presentations I can earn a scholarship for school. It would be awesome if you could help by sending me her number! But if you can't, it's okay!

**OR**

## **Texting Friends to Get Parents Numbers**

**"Are You Selling Something?"**

Yes, but what's cool about it is that they don't have to buy anything, so there's no pressure at all. Whether I actually sit down with them or I just talk to them over the phone for 60 seconds, it still helps. If they decide to help, it's really fun and I get paid just to do the presentation. I promise I won't bother them. So, can you help me out?

**"Let Me Ask Them First"**

That's okay. But, like I said, I'm really supposed to talk to them myself. I wouldn't be asking if I thought I was going to bug your parents. It won't take a lot of time, and I'm sure they won't be mad at you for helping out a friend. So can you help me out, or maybe put me in a 3-way text with her?

*(If they put you in a 3-way text, introduce yourself and let them know you'll call during work tomorrow!)*

**"They're Really Busy" or "I'm Not Sure They Would Want To"**

No big deal. The Worst thing that could happen is they say "no" and then it still helps me towards my job. It takes literally 60 seconds for me to talk to them on the phone, so it won't take up too much of their time. So can you help me out, or maybe put me in a 3-way text with her?

**"What's The Presentation About?"**

I'm working with a marketing company to get some experience. So, I'm just spreading the word.! Like I said, it's really easy and they don't have to commit to seeing it or buying anything, I just have to call and ask them. If they say they're too busy then no big deal. So can you help me out, or maybe put me in a 3-way text with her?

## **Sitting down with Parents to get numbers:**

"Hey Mom/Dad! I need help brainstorming numbers for people I could possibly do an appointment with. I get paid just to show Cutco and it's great practice for referrals and networking experience. Could I go through my list of names with you and check your contacts for the numbers if I don't have it? I also want to see who else you think I should write down on my list to contact? It would help me out a ton!"

***Be sure to remind them that you get paid just to do the appt***

## **Messaging on Social Media:**

### **Initial Message:**

“Hey John! Random question... I know you may not know me, but my name is \_\_\_\_\_ and I'm a student at \_\_\_\_\_!”

For the Summer/Spring/Fall I am working for Cutco as an internship for school. I was hoping you would be able to help me out - I'm reaching out to people on Facebook/Insta to see if they could sit down on a quick zoom appointment with me. I get paid and an opportunity for a scholarship to do a quick presentation on the company's services/products. You wouldn't have to buy anything since I get paid just to do it but if you did see some stuff you liked it would also me out too! Would you be free at some point over the next few days??”

### **Objective:**

**Build a list of potential clients that you're comfortable with.**

**1. You get to practice the presentation.**

**2. You'll get your first sales!**

**(Makes sense for them to buy from you vs getting recommended!)**

**3. This is where you'll build your lead-base!**

**1 appt = 10 recs. 10 appts = 100 recs. 100 appts = 1000 recs.**

**Minimum goal for training: 20+ #'s**

**Average goal 40-60 #'s**

**TOP REPS goal 100+ #'s**

## CATEGORIES

Family & Relatives (you might have started here, but let's be thorough)

Did you write down your parents yet?

Grandparents / Aunts on Mom's side / Aunts on Dad's side / Uncles / Cousins that are old enough – with extended family in different states, there's names right there

In-laws / Step-Family

How about that Aunt that's not really your Aunt?

Family Fiends

People you see all the time / you hardly see – still super close  
your parents friends

Your parents Co-workers

Who sends your family a card during the holidays?

Who was at the last wedding? / Reunion?

Who remembers you – more than you remember them?

Neighbors: growing up and now

Friends parents (can take out cell phone and write down \_\_ Mom)

Church / Synagogue ... who does know that goes to church

Old sports teams – teammates (recs to other parents), coaches

People you went to high school, middle school, elementary school

Old co-workers/bosses

Siblings friends parents

Girlfriend/boyfriends family: ex-girlfriends family

Teachers, Counselors, Etc.

Sororities, fraternities, roommates, clubs

Write down the word professions at the top of your page – think of a profession and anyone you know that does that...

Business owners

Lawyers

Doctors

Dentist

Nurse, OT, PT

Law enforcement

Military

Stay at home mom

Accountants

Most popular mom