Hello my name is

Jerry O’ Brien

But I need to give credit to Kevin Phelps

How to…

Sell Your Product

Who to sell to
What industry?

Retail vs. Wholesale vs. Direct to End User

Should you sell online first to prove demand?
• Create an Online Store
  Flying Cart is the fastest, easiest way to set up an online store for your products. Whether it's homemade or brand-name, hand-crafted or factory-built, thousands of stores use Flying Cart to handle their selling needs.

New Approach all together
  http://www.youtube.com/watch?v=fGaVFRzTTP4

Sales Reps=commission
Scheduling a meeting

Pop-in, email, phone

Research Your Contact
Keep it brief

Outlining your product

Benefits, consumer need
Your story

Competing Products

Packaging/bar coding
Questions you may be asked

Does your product fit the company strategy?

- Sustainable
- Demographics
- Healthy
- Local
- Fair Trade
- Etc
Is POS/POP available?

Do you have a social media connection?

Who else will be carrying?
How will defectives be handled?

Can it be Private-Labeled?

Is there a volume pricing break?
Can you put a Bucky on it?

To Do list before leaving appointment

Leave behind sample/catalog/pricing of product
Offer 30 day payment terms (typical)

Offer consignment deal as last option

What’s Next?
Follow-up call

Signed Agreement/PO

Don’t Over Promise