

Blue = You

Green = Possible responses from them

Good morning/afternoon! How are you today? Is your manager in?

- **No....**
Can you tell me their name? When would be a better time that I could get a hold of them (TAKE NOTES HERE!!)
- **Yes....**
My name is _____. I am a student at Lehi High School on the Sports Marketing team. Can I ask you a quick question? Who do I need to talk to that does your marketing, or advertising for your store? (TAKE NOTES HERE)
 - **That's me...**
Perfect! Could I come see you some time this week? I will only take 8.3 minutes of your time.
 - **Yes....**
(Make sure you have a forecast of what your week looks like already on hand! Give some options if you are somewhat busy.... i.e. I'm available Monday, Wednesday, and Friday @ _____ time. Do any of those work for you?) If you're completely open tell them that. Let them schedule when works for them.
 - **No.....**
Is there a time that would be best for you?
 - **What is it you are wanting to talk about?**
As a part of Lehi High School Sports Marketing we want to know how we can best serve our community, and specifically you _____(Company Name)_____.
- **The person you're looking for would be _____.**
(TAKE NOTES) Get number if you can. Best time to get ahold of them.

Meeting in person

Initial meeting – Introduce yourself. Good to meet you! I am _____ (Your Name) _____. I am a member of Lehi High School's 2016-17 Sports Marketing team. Thank you for giving me a few minutes of your time!

We would like to serve you guys and get you to all the people that visit Lehi High School. Here are some ideas we've been working on...

Introduce 3 options. Start with KGH &/or Super Star Rally then Media Guide (REMEMBER to check if they are someone who is "off limits" for now for the media guide)