

2010 all New District Discount Card Plus Sale

Suggested March Roundtable Agenda for District Sales Teams

Kick-off your Discount Card Sale at March Roundtable with a bang! March Roundtable is the **most** important Discount Card meeting. Consider doing the following at the march Roundtable:

- Make sure the Kick-off is properly promoted through e-mail, e-mail groups & phone calls.
- Arrive early and set up. Games and music make it fun. Display prizes.
- Review the presentation with your Discount Card Sales Chair prior to the kick-off. Plan who is to do what.
- Have plenty of discount card order forms on-hand.
- Track discount card order/pick-up forms as they are turned in.
- Encourage unit leaders to participate!
- Promote Discount Card Sales.

Planting seeds: Talk to one or two of your top selling units from 2009. Have them issue a challenge to other units, saying that they will out sale any Unit in their District.

Roundtable Discount Card Kick-off Agenda

1. Pre-meeting: Create excitement with music, games, competition and/or food.
2. Discount Card Sale - What is a Discount Card Sale Plus and BMW Golf Pass?
3. Review Unit Leaders Guide
 - Hand out Discount Card sales packets to pre registered units
 - Promote the discount card/BMW Pass: BIG value, easy to sell! 50% Commission! Great Incentives
 - Promote TOP sales awards and emphasize Council Drawing.
4. Discuss how to host an awesome Unit Kick-off: Lead a quick brainstorming session.
5. **Distribute Kick off packets to units selling. Collect the discount card order/distribution forms**

Track sales during Roundtable....

During Roundtable, keep a tracking sheet "Control Sheet" and track which units sign -up during the meeting. Take a critical look at the amount units not registered to sell cards or not in Attendance at Roundtable. Make plans to call them.

Follow up quickly....

Immediately after the Roundtable, review the units that did not order. Make plans to secure discount cards orders before the end of the month.

Keep it Fun-Make it Simple!
“KIFMITS”