

Selling on the Spot Marketplace™

How to Prepare for your First Selling on the Spot Marketplace Event

You have registered as a Vendor at a Selling on the Spot Marketplace event. Thank you! SotSM is part Networking, part Sales Training and part fun and profitable Marketplace. This form will help you prepare for the event.

Be Sure To Have on Hand :

In-Person Events:

- Business Cards
- Products, flyers, brochures.
- Clipboard , or tablet if desired.
- Cash/credit card
- Credit card payment system

Virtual and In-Person Events:

- Paper and Pen
- A Great Attitude

Know your objective for the event. Think of which products and / or services you will be promoting. Think of how many products you would like to sell, how many service appointments you would like to make, or even how many meetings you would like to book.

Your Audio Business Card

This will help you more effectively communicate your value to prospective buyers.

I help _____ (people)
with _____ (problem)
by _____ (solution)
through my _____ (stream).

Schedule (Pacific Time)

1:00 pm	Welcome & Setting up how the Marketplace runs
1:20 pm	Selling Marketplace
2:50 pm	Wrap Up

Important

- This is NOT a vendor or trade show. Only Sponsors have tables provided and are permitted displays. (In-Person Events only.)
- Dress code: Business Casual.
- Light refreshments are provided. (In-Person Events only)
- Be prepared to hear yes to your offer and say yes to those that interest you.
- Refund Policy: Tickets are not refundable but transferrable to another guest, or to another event with one week's notice.