



JSerra Catholic High School BASEBALL CHRISTMAS TREE SALE SCRIPT

Script to Sell Items:

"Hello, my name is _____ and I am selling Christmas trees and other holiday accessories to benefit the baseball program at JSerra Catholic High School. Would you be interested in supporting our program?"

IF YES:

"These are our products this year. We offer three different varieties of trees in a large range of sizes, wreaths, and cedar garland."

IF NO because of being out of town or owning an artificial tree:

"If you are interested in helping in another way, you can purchase a tree that will be donated to a Marine family at Camp Pendleton."

WITH EACH SALE:

"Thank you so much for supporting the JSerra Baseball Program. Your tree will be ready for pick-up on Saturday, December 5th from 9am- 2pm. May I call you a few days before that date to remind you of the pick-up time?"

IF NO:

"Thank you so much for your time and have a happy holiday season."

BEFORE YOU LEAVE:

"Can you think of anyone else that may be interested in buying a tree that I can talk to?"

Pick-up Reminder, Please call your customers call a couple of days before pick-up:

"Hello, My name is _____ and I am calling on behalf of the JSerra baseball program to remind you that the items you ordered will be ready for pick-up on Saturday, December 5th from 9am- 2pm. The pick-up is located at the JSerra baseball field at 26351 Junipero Serra Road in San Juan Capistrano, off Oso Road and Camino Capistrano. Thank you again for your support of the JSerra Baseball Program."