

# Market Vendors Tips

Make Friends AT Market and FOR Market

# Learn Your Customers' Names

- KNOW them as people
- UNDERSTAND what they want
- HELP them find their items
- ENCOURAGE new experiences
- GROW their tastes
- PROMOTE their successes
- CELEBRATE their arrival
- TELL them you missed them



# Recruit Where Customers Are



# Show Their Importance



# Let Them Shine For You



# Encourage New Things/Tastes



# Listen to Their Comments



# Extend Your Recruiting Area





# Introduce New People/Sounds



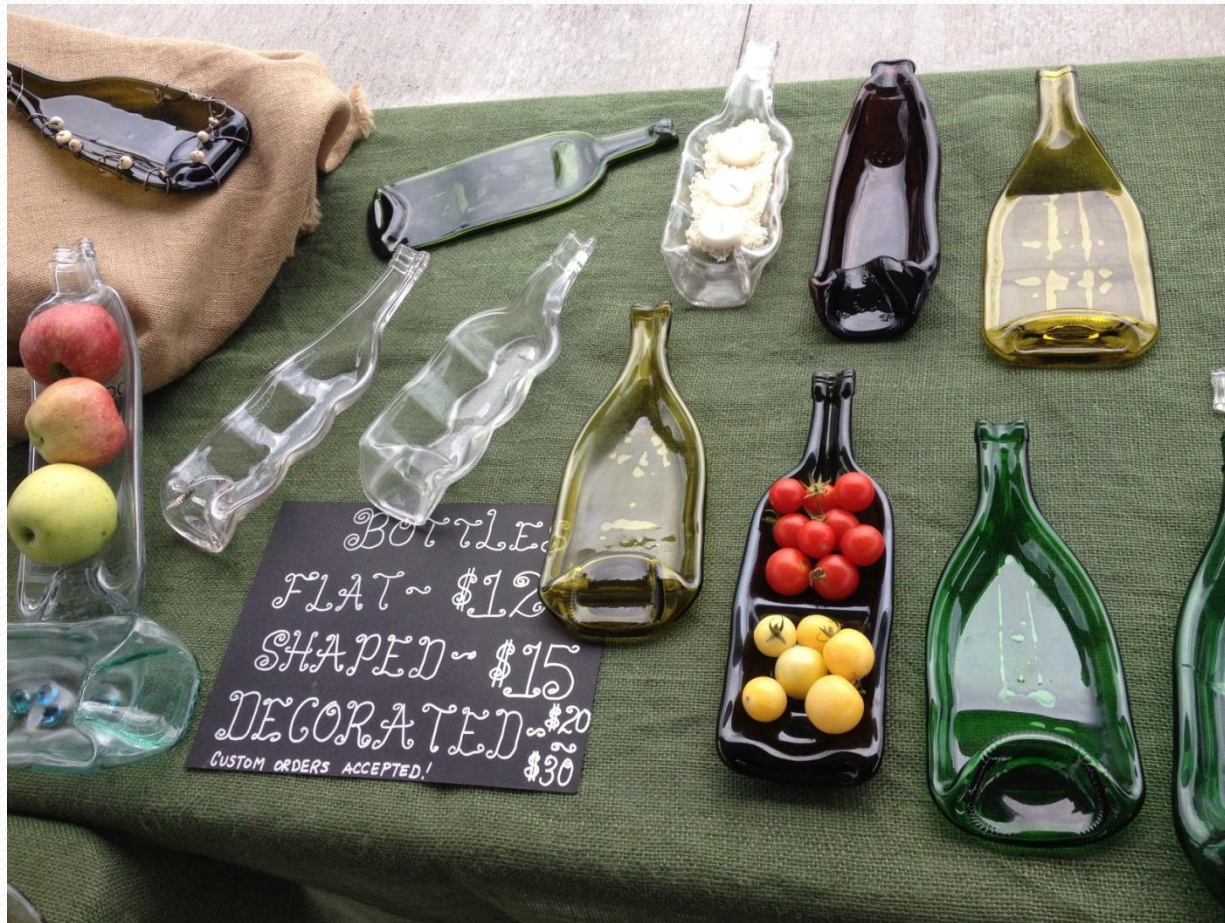
# Keep Expanding Horizons



# Provide More Opportunities



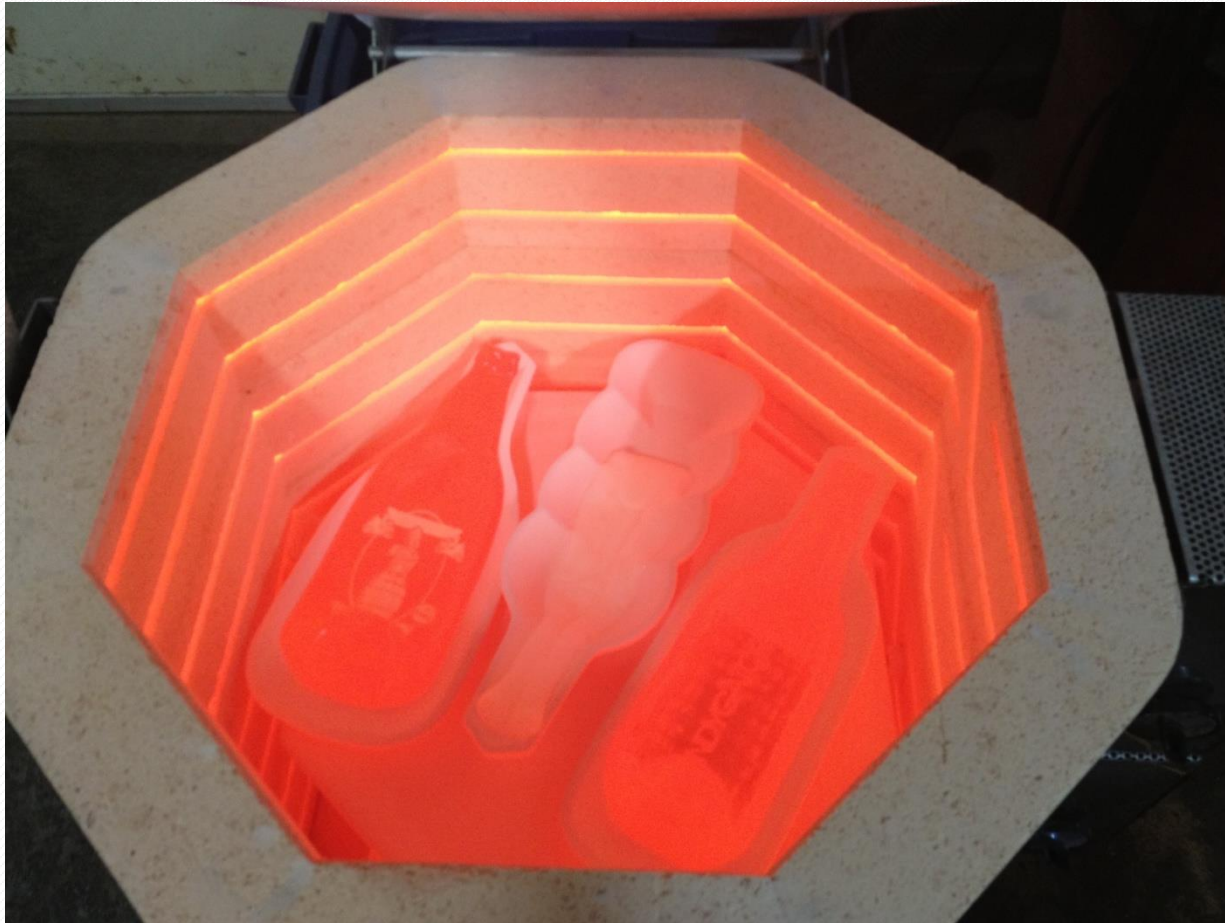
# Pique Their Interest



# Give Ideas & Examples



# Talk TO Them



# Explain Your Processes



# Get Their Hands ON Product





# Use The Product



# Share of Yourself and Your Life



# Reward Loyalty



# Promote Your Business

- Make Friends
- Promote YOUR Business
- Promote YOUR Market, as a whole
- Promote YOUR Community
- Join Forces with Other Organization
- Network
- Make a Commitment to People