



WHAT TO SAY... WHEN YOU GIVE

There is AMAZING value in hand-delivering the Cutco gifts with the script below from Team Lally. Product conviction and enthusiasm are important, so we HIGHLY recommend keeping one of your Cutco gifts for your home - enjoy! Please feel free to call us for coaching on this or if you have any questions.

We have a gift for you but before we give it to you we want to tell you why we chose this gift.

1. Number one we wanted to give you something that we think is a great gift and is something we personally use in our own homes everyday.
2. We wanted to give you something that will last forever. Believe it or not there are not many things like that and it took us many years in this business to find something like this.
3. It is of such high quality that you will literally be able to use this gift for the rest of your life and be able to pass it on to your heirs.
4. Lastly we wanted to give you something that wasn't your standard gift - that you would drink or eat and then it's gone and forgotten. Because that's not the kind of relationship that we want to have with you. We wanted to have a long-term relationship with you as a client and as a friend where you can be able to call on us if you have any questions about real estate. We want to be your trusted advisors
5. This is the **FIRST** piece of Cutco we are giving you! We are looking forward to building your Cutco set over time simply by allowing us the opportunity to help your family and friends with their real estate needs! Thanks in advance for your referrals!

AFTER GIFT IS OPEN YOU CAN TELL THEM:

Forever Guarantee.
Made in the US since 1949.
Free sharpening for life.

SURVEY QUESTIONS:

What did you like best about working with us?
Why did you choose to work with us over other agents?
When you think about your real estate experience, what stands out most in your mind?
Would you feel comfortable recommending our level of service to your friends and family?

BE SURE TO CLOSE YOUR LETTER INCLUDES:

NAME
COMPANY
PHONE/ WEBSITE / EMAIL