

# ***Raffle Ticket Selling Tips...***

The following are tips for when you're participating in sales at a venue like a quilt show or fair.

## ***Our objective while selling raffle tickets at a venue is two fold:***

1. to have an enjoyable time while at the table  
–and–
2. to sell lots of raffle tickets

## ***We don't want to emphasize one objective at the expense of the other The following are some suggestions for maximizing ticket sales***

- There should be 2 people at the table whenever & wherever possible.
- At least one person should engage passers-by in friendly banter (e.g., "I like your bag" or "would you like to buy a chance to win this quilt?" or "you could win this for a dollar"). This person should avoid heads-down sewing.
- The other person at the booth could be sewing until a passer-by comes to purchase a ticket and then she should stop and either help or just be friendly.
- If a team decides that one person will sew, while the other is actively selling, they should decide which will take on each role (*above*) and take turns.
- The two people at the booth should avoid appearing to have serious conversations that might discourage passers-by from interrupting. (*You'll want to talk without angling your chairs toward each other—always face the chairs toward the front of the table.*)
- You might want to set out a few sets of 6 tickets on the front of the table to encourage the purchase of six tickets (4 sets is probably enough).
- After selling a ticket (or tickets), write your name on the back of the ticket stubs you sold and put them in the ticket stub container.
- Smile—we're a friendly guild so we should represent our guild in a friendly way... and enjoy.