

TIP #1:

The Beach Bucks Card will save everyone you sell to MONEY. Eight Restaurants provide discounts which expires December 31, 2018. That's four months folks can save money. Example "Salt Life Food Shack" offers 15% off entire food purchase. So if someone spends \$50 that's \$7.50 saved. Now if this person goes to Salt life once a week for the next four months they will save \$120 or more. That's your sell. Now the trick is to find those people. How do you do that, will you go to the restaurant and ask the owner or manager if you can sell the BEACH CARD outside the door. I'm sure they would say yes if you tell them what you are doing it for. Put up a table and sit with a sign. Don't harass anyone just let folks see what you are doing. You'll sell the cards and you'll probably get some donations if you do it right.

TIP #2

Go to the golf course and ask the Pro if you can conduct a closest to the pin contest. Hit the green and get a Beach Card for the \$20 entry. Again explain what you are doing. You'll sell a bunch and your clubs members will want to send you to Scotland to be part of this trip.

TIP #3

Go to your clubs Men's Golf Association and Ladies Golf Association and ask for their support. The more people you have asking for \$20 the better. It's called networking. Presidents of this association will help you sell those cards.

TIP #4

Do you know a company owner, president, CEO, any TOP DOG of a car dealership, bank, store, or Restaurant? Ask them to buy some for their employees and customers on your behalf.

I'm sure you can come up with a few ideas of your own. Bottom line, it just takes a little effort and a little thinking outside the box to get it done. Now get out there and sell those puppies!

Good Luck!

See you on the links in Scotland!

Jack Aschenbach, PGA