

Trainee Name:		Training Days:	
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Training Procedure

1. Recap Training Video

- _____ 5 Steps to a Sale
- _____ 3 Key Ingredients
- _____ Law of Averages
- _____ Sales Pipeline
- _____ Closing Pyramid

2. Pitch & Practice Pitching

- _____ Managers Sample Yes Pitch
- _____ Trainee Practice Yes Pitch (10%)
- _____ Cell Funds Collection Form

3. Closing Pyramid & Rebuttals

- _____ Managers Sample No Pitch
- _____ Trainee Practice No Pitch (90%)
- _____ Managers Sample Closing Pyramid w/ Rebuttals
- _____ Trainee Practice Closing Pyramid w/ Rebuttals

4. Lead Dispersions & Coding

- _____ Lead Dispersions (No Skipping)
- _____ Lead Coding

5. Callbacks

- _____ Lead Callbacks
- _____ Email Callbacks
- _____ Shipping Label & Pickup Callbacks
- _____ Collection Flyer Callbacks

6. 10 or fewer phones

- _____ Less than 10 (Client Ships Out & Pays)
- _____ Less than 10 (Client Collection)
- _____ Less than 10 (Office Collection)

Completion Date: _____ Training Manager: _____

WELCOME

TO



CELLFUNDS

CELL FUNDS

14429 Ventura Blvd Ste. 108

Sherman Oaks, CA 91423

818-989-3175

Stage 1 Training – Business / Retail

Version: 2013



HOURS of OPERATION

Monday- Friday 9 A.M. to 4P.M.

Recommended break structure:

15 Minutes - Morning | 11:00 to 11:15; Afternoon | 2:45 to 3:00

Lunch 12:30 to 1:00

SALES MEETING MORNING 9 A.M. - AFTERNOON 4 P.M.

INDEPENDENT CONTRACTERS

Cell Funds Purchasing Agents direct market designated products and services onsite at Cell Funds facilities. They report to the Telemarketing Manager or designated supervisor.

Primary responsibilities include:

- Telemarketing established **Cell Funds** services.
- Meeting sales goals and quotas as assigned. (Currently 500 phone per month.)
- Completing customer application in a correct and timely manner.
- Tracking / Reporting of daily, weekly and monthly sales.
- Other duties as assigned.

Standards of Personal Performance

- **ARRIVE AT 9 AM TO PARTICIPATE IN DAILY BONUS**
 - Create a good work ethic
- **BUSINESS ATTIRE**
 - NO T-shirts or tank tops
 - NO sneakers
- **GROOMING STANDARDS**
 - A clean, neat appearance is required.
- **WORK HABITS**
 - Work a full day, every day
 - Handle personal business/phone calls at break or lunch time.
- **ABSENTEEISM**
 - **Communicate schedule with Manager**
- **FAIRNESS AND PROFESSIONALISM IN THE WORKPLACE**
 - ALWAYS treat your coworkers with respect – a little courtesy goes a long way.
 - NEVER respond with anger to a difficult customer or a difficult situation.
 - ALWAYS feel free to talk with your supervisor.
 - Cell Funds goal is to make every workday a pleasant experience.



Welcome Letter

Congratulations,

Welcome to the group of individuals that are working to help out their environment and purchase cell phones from any other person, business or Non Profit organization.

Together, we can keep millions of cell phones from polluting our environment and make money for our organizations and ourselves.

I am writing this to congratulate you on your new position here at Cell Funds, as a **Cell Funds Purchasing Agent**.

Today you start of as a **Purchasing Agent** with any retail or business clients that you can market.

Please keep in mind that upon learning this trade with the retail and business market, you will have the opportunity to become a **Purchasing Agent / Non Profit Coordinator**.

This will allow you to take full advantage of Cell Funds system, so that you may become a successful part of our company.

The quicker you learn, the faster you gain the tools to help you succeed.

I look forward to the amazing opportunities that you will create by marketing yourself and our services.

Thank you for making a difference.

Sincerely,

John Salinas
VP of Operations



Mission Statement

Cell Funds will recycle any and all cellular equipment while adhering to Best Practices for a Green Business.

Cell Funds will only deal with secondary vendors that adhere to Best Practices for a Green Business.

Community Support and Involvement will be Cell Funds normal business practice. In pursuit of this goal, encouragement and support will be offered to Charitable Organizations in hopes they will benefit from recycling as a new revenue source.

Cell Funds will treat all employees with dignity and respect. Employee education and advancement will be encouraged at all levels.

As a Green Business and welcome neighbor, Cell Funds will lead the way into the future. We hope that others will indeed follow.

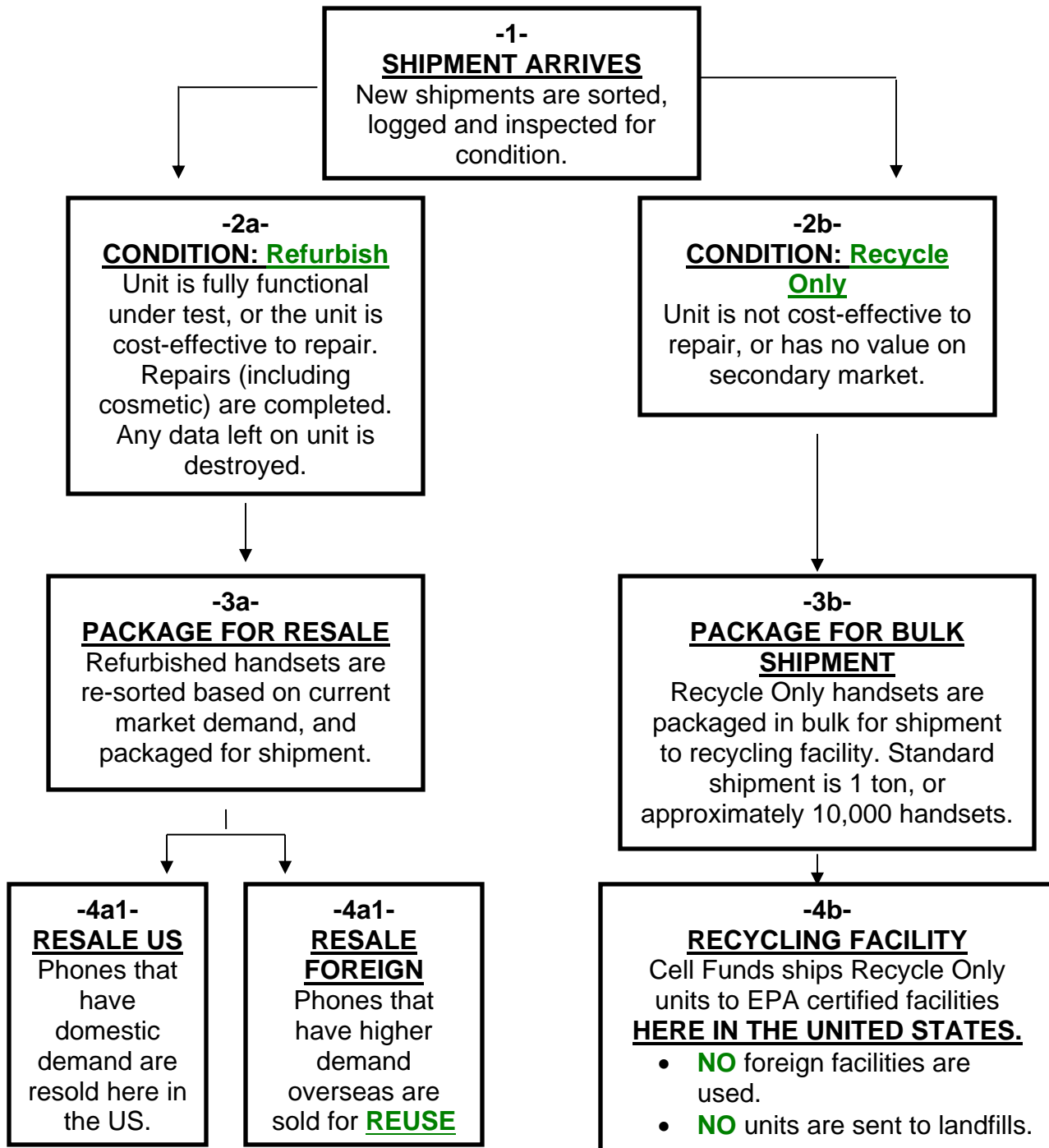
**Danny Barlavi
CEO**



CELL FUNDS RECYCLING PROCEDURE

REUSE, REFURBISH or RECYCLE every used handset!

STEPS IN PHONE PROCESSING:





Cell Funds Environment Facts

- ONE CELL PHONE CAN POLLUTE UP TO 132,000 LITERS OF WATER.
 - If 500 MILLION UNUSED CELL PHONES (*The number currently in American households.*) ARE DUMPED IN OUR LANDFILLS, IT COULD POTENTIALLY LEAK 312,000 POUNDS OF LEAD INTO OUR UNDERGROUND WATER SYSTEMS.
 - LAST YEAR, AMERICANS DISCARDED 100 MILLION CELL PHONES. LESS THAN 10% WERE RECYCLED.
 - ACCORDING TO THE EPA, IF AMERICANS HAD RECYCLED THE 100 MILLION CELL PHONES DISCARDED LAST YEAR, WE WOULD HAVE SAVED ENOUGH ENERGY TO PROVIDE POWER TO 194,000 U.S. HOMES FOR A YEAR.
 - UP TO 80% OF A CELLPHONE IS RECYCLABLE.
 - THE AVERAGE HOUSEHOLD HAS 3 CELLPHONES COLLECTING DUST IN DRAWERS, CLOSETS, AND TOY BOXES.
 - THE AVERAGE CELLPHONE USER CHANGES HIS HANDSET EVERY 12 to 18 MONTHS.
 - THE IMPROPER DISPOSAL OF CELL PHONES IS A SERIOUS THREAT TO OUR ENVIRONMENT. EVERY CELL PHONE CONTAINS NO LESS THAN 8 HAZARDOUS MATERIALS INCLUDING ARSENIC, ANTIMONY, BERYLLIUM, CADMIUM, COPPER, LEAD, NICKEL AND ZINC.
 - BURNING CELL PHONES IN AN INCINERATOR RELEASES CHEMICAL ASSOCIATED WITH REPRODUCTIVE COMPLICATIONS, CANCERS, AND DEVELOPMENTAL PROBLEMS, ESPECIALLY IN CHILDREN.
-



1. Do not leave a message! (*1st Call*)
2. Do not pitch the secretary!
3. Verify Decision Maker! (*DM*)
4. Say their name! (*2 – 3x*) (*Involves the client – Makes a friend*)
5. Ask for help! (*Maybe you can help me out?*)
6. Use the word “**today.**”
7. Do not give away an *answer* without a *close.*
8. Do not ask for the name on the list.
9. Spell out emails for confirmation.
10. Sound Excited! (*Not over the top, try “Genuine” excitement, it works best!*)



Verification Process for Emails and Shipping Labels

Email

1. Rep – Send out Email
 - Call back to Verify Client Received
 - If not received – Resend Email or Fax to Client
 - Call back to Verify Client Received – 2
 - Confirmation complete when client confirms email
2. Rep – Re-pitch

Flyer

3. Rep – Send out Flyer
 - Call back to Verify Client Received
 - Re-Verify Commitments and Schedule To Do's
4. Rep – Callback and work with Clients on To Do List
 - Press Release, PSA
 - Collection Dates
 - Collection Sites
 - Training
 - Marketing Material (Flyer, Email)

Label with Pick up Scheduled

5. Manager - Label Confirmed
6. Rep – Label returned with Account Info
 - Call back to Verify Client Received
 - If not received – Resend Email or Fax to Client
 - Call back to Verify Client Received – 2
 - Confirmation complete when client confirms label
7. Rep – Callback the day of the Scheduled Pickup

Folder Structure – Lead Callbacks (Emails), Pending Labels, Labels Received, Flyers

5 STEPS TO A SALES PRESENTATION

- 1) **INTRODUCTION** → Make a friend! Be creative!
- 2) **SHORT STORY** → Who you are; What & Why
- 3) **DISPLAY** → Explain the offer. Make it personal to them.
- 4) **CLOSE THE SALE** → Be assumptive and direct! (Take App)
- 5) **REHASH** → Double your cash!

3 KEY INGREDIENTS FOR SUCCESS

(Use these on each and every pitch. They should all be done during your introduction.)

- 1) **SMILE** – Remember, enthusiasm SELLS!
- 2) **LEVEL EYE CONTACT** – Never take your eyes away.
- 3) **ENTHUSIASM** – Use voice modulation and hand movements.
BE ANIMATED!

There are many effective sales techniques in use by successful businesses around the world. None is more right or correct than any of the others.

If it's honest, legal and ethical...

If it does your customer a service...

If it's a good deal for everyone involved...

...then it is the correct method to close a sale.

Cell Funds will teach you several effective techniques that will help you succeed in selling business-to-business cellular services. This is just the beginning. The more you learn about sales and closing techniques, the more effective you will be in your sales career, **AND** the more money you will make.

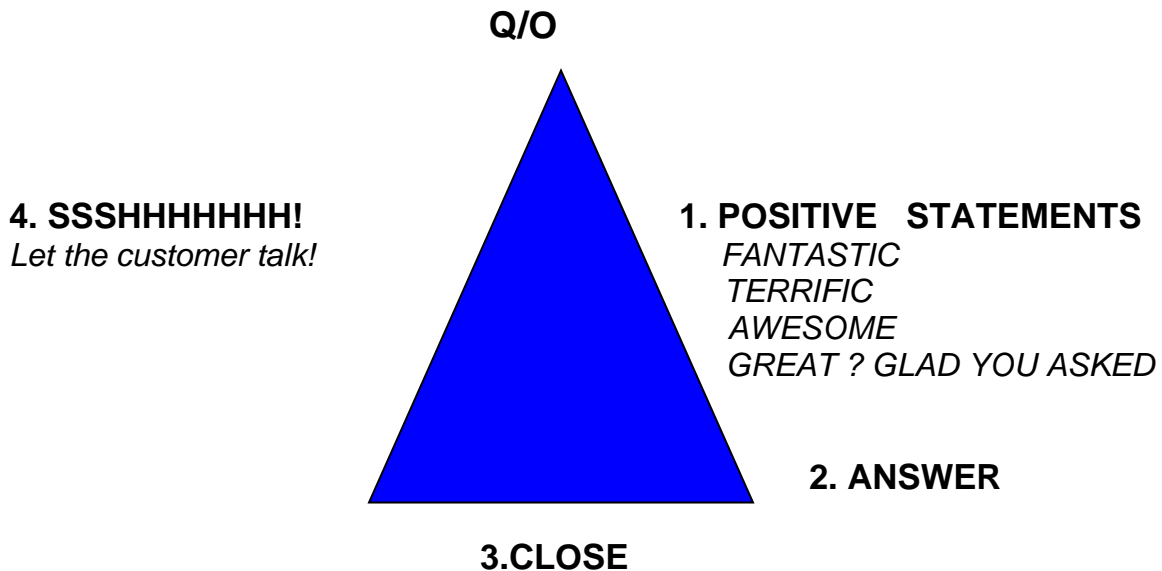
Learn to like it.

Learn to ask for it

Learn to put it in your pocket!



OBJECTIONS ARE YOUR OPPORTUNITY TO SELL!



When the customer says, "YES" → **SHUT UP AND TAKE THE ORDER!**

HOW MANY TIMES ARE YOU CLOSING????

CLOSING STATEMENTS

All we need is some brief information to go ahead and send you a quote.

What email address should I send your shipping label to?

When should I schedule a pick up for you?

How many phones would you like to recycle with us?

(If local) When can we come by to conduct the inventory for you?

Does your company want cash for the phones or would you prefer accessory credits?



Lead Legend

N/A	Not Available
N/I	Not Interested
DISC	Disconnected
C/B	Call Back
V/M	Voice Mail
G/K	Gate Keeper
D/M	Decision Maker
L/M	Left Message



Cell Funds Call Log

Agent Name: _____

Date:	
Total Calls	
Not Interested	
Total Decision Makers	
Total Labels	

Date:	
Total Calls	
Not Interested	
Total Decision Makers	
Total Labels	

Date:	
Total Calls	
Not Interested	
Total Decision Makers	
Total Labels	

Date:	
Total Calls	
Not Interested	
Total Decision Makers	
Total Labels	

Date:	
Total Calls	
Not Interested	
Total Decision Makers	
Total Labels	



INDEPENDENT CONTRACTOR AGREEMENT

This Agreement is entered into as of the _____ day of _____, 2013, between Landmark Management, Inc. dba Simply Mobile dba Cell Funds (“the Company”) and the undersigned (“the Contractor”).

1. Independent Contractor. Subject to the terms and conditions of this Agreement, the Company hereby engages the Contractor as an independent contractor to perform the services set forth herein, and the Contractor hereby accepts such engagement.
2. Duties, Term, and Compensation. The Contractor’s duties, term of engagement, compensation and provisions for payment thereof shall be as set forth in the attached Exhibit A, which may be amended in writing from time to time, or supplemented with additional agreements expanding the scope of this original Agreement, and which collectively are hereby incorporated by reference.
3. Expenses. During the term of this Agreement, the Contractor shall be responsible for all out-of-pocket and overhead expenses which are incurred in connection with the performance of the duties hereunder, with the exception of overhead expense for Company owned / occupied facilities, the use of which will be billed to the Contractor at a flat monthly rate of a \$1. Any other expense that may be necessitated by ongoing business operations must be pre-approved and agreeable to both parties.
4. Written Reports. The Company may request that project plans, progress reports and a final results report be provided by the Contractor on a monthly basis. A final results report shall be due at the conclusion of specific projects and shall be submitted to the Company in a confidential written report at such time. The results report shall be in such form and setting forth such information and data as is reasonably requested by the Company.
5. Inventions. Any and all inventions, discoveries, developments and innovations conceived by the Contractor during this engagement relative to the duties under this Agreement shall be the exclusive property of the Company; and the Contractor hereby assigns all right, title, and interest in the same to the Company. Any and all inventions, discoveries, developments and innovations conceived by the Contractor prior to the term of this Agreement and utilized by [him or her] in rendering duties to the Company are hereby licensed to the Company for use in its operations and for an infinite duration. This license is non-exclusive, and may be assigned without the Contractor’s prior written approval by the Company to a wholly-owned subsidiary of the Company.
6. Confidentiality. The Contractor acknowledges that during the engagement [he or she] will have access to and become acquainted with various trade secrets, inventions, innovations, processes, information, records and specifications owned or licensed by the Company and/or used by the Company in connection with the operation of its business including, without limitation, the Company’s business and product processes, methods, customer lists, accounts and procedures. The Contractor agrees that [he or she] will not disclose any of the aforesaid, directly or indirectly, or use any of them in any manner, either during the term of this Agreement or at any time thereafter, except as required in the course of this engagement with the Company. All files, records, documents, blueprints, specifications, information, letters, notes, media lists, original artwork/creative, notebooks, and similar items relating to the business of the Company, whether prepared by the Contractor or otherwise coming into [his or her] possession, shall remain the exclusive property of the Company. The Contractor shall not retain any copies of the foregoing without the Company’s prior written permission. Upon the expiration or earlier termination of this Agreement, or whenever requested by the Company, the Contractor shall immediately deliver to the Company all such files, records, documents, specifications, information, and other items in [his or her] possession or under his or her control. The Contractor further agrees that [he or she] will not disclose [his or her] retention as an independent contractor or the terms of this Agreement to any person without the prior

written consent of the Company and shall at all times preserve the confidential nature of [his or her] relationship to the Company and of the services hereunder.

7. Conflicts of Interest. The Contractor represents that [he or she] is free to enter into this Agreement and that this engagement does not violate the terms of any agreement between the Contractor and any third party. Further, the Contractor, in rendering [his or her] duties shall not utilize any invention, discovery, development, improvement, innovation, or trade secret in which [he or she] does not have a proprietary interest. During the term of this agreement, the Contractor shall devote as much of [his or her] productive time, energy and abilities to the performance of [his or her] duties hereunder as is necessary to perform the required duties in a timely and productive manner. The Contractor is expressly free to perform services for other parties while performing services for the Company. For a period of six months following any termination, the Contractor shall not, directly or indirectly hire, solicit, or encourage to leave the Company's employment, any employee, consultant, or contractor of the Company, or hire any such employee, consultant, or contractor who has left the Company's employment or contractual engagement within one year of such employment or engagement.

The Contractor agrees not to compete with the business of Cell Funds and its lawful successors and assigns. The term "non compete" as used herein shall mean that the Contractor shall not directly or indirectly engage in a business or other activity described as "cellular equipment recycling", notwithstanding whether said participation be as an owner, officer, director, employee, agent, consultant, partner or stockholder (excepting as a passive investment in a publicly owned company). This non-compete agreement shall extend only for a radius of two hundred (200) miles from Cell Funds primary location at 14429 Ventura Blvd Ste 108 Sherman Oaks, CA 91423, and shall remain in full force and effect for the duration of this Agreement, and for three (3) years from the date of termination of this Agreement. In the event of any breach, Cell Funds shall be entitled to full injunctive relief without need to post bond, which rights shall be cumulative with and not necessarily successive or exclusive of any other legal rights.

8. Right to Injunction. The parties hereto acknowledge that the services to be rendered by the Contractor under this Agreement and the rights and privileges granted to the Company under the Agreement are of a special, unique, unusual, and extraordinary character which gives them a peculiar value, the loss of which cannot be reasonably or adequately compensated by damages in any action at law, and the breach by the Contractor of any of the provisions of this Agreement will cause the Company irreparable injury and damage. The Contractor expressly agrees that the Company shall be entitled to injunctive and other equitable relief in the event of, or to prevent, a breach of any provision of this Agreement by the Contractor. Resort to such equitable relief, however, shall not be construed to be a waiver of any other rights or remedies that the Company may have for damages or otherwise. The various rights and remedies of the Company under this Agreement or otherwise shall be construed to be cumulative, and no one of them shall be exclusive of any other or of any right or remedy allowed by law.
9. Merger. This Agreement shall not be terminated by the merger or consolidation of the Company into or with any other entity.
10. Termination. The Company may terminate this Agreement at any time by written notice to the Contractor. In addition, if the Contractor is convicted of any crime or offense, fails or refuses to comply with the written policies or reasonable directive of the Company, is guilty of serious misconduct in connection with performance hereunder, or materially breaches provisions of this Agreement, the Company at any time may terminate the engagement of the Contractor immediately and without prior written notice to the Contractor.
11. Independent Contractor. This Agreement shall not render the Contractor an employee, partner, agent of, or joint venturer with the Company for any purpose. The Contractor is and will remain an independent contractor in [his or her] relationship to the Company. The Company shall not be responsible for withholding taxes with respect to the Contractor's compensation hereunder. The Contractor shall have no claim against the Company hereunder or otherwise for vacation pay, sick leave, retirement benefits, social security, worker's compensation, health or disability benefits, unemployment insurance benefits, or employee benefits of any kind.
12. Insurance. If necessitated by ongoing operations and requested in writing by the Company, the Contractor will agree to carry liability insurance (including malpractice insurance, if warranted) relative to any service that [he or she] performs for the Company.
13. Successors and Assigns. All of the provisions of this Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective heirs, if any, successors, and assigns.

14. Choice of Law. The laws of the state of California shall govern the validity of this Agreement, the construction of its terms and the interpretation of the rights and duties of the parties hereto.
15. Arbitration. Any controversies arising out of the terms of this Agreement or its interpretation shall be settled in California in accordance with the rules of the American Arbitration Association, and the judgment upon award may be entered in any court having jurisdiction thereof. The Contractor will pay all arbitration costs.
16. Headings. Section headings are not to be considered a part of this Agreement and are not intended to be a full and accurate description of the contents hereof.
17. Waiver. Waiver by one party hereto of breach of any provision of this Agreement by the other shall not operate or be construed as a continuing waiver.
18. Assignment. The Contractor shall not assign any of [his or her] rights under this Agreement, or delegate the performance of any of [his or her] duties hereunder, without the prior written consent of the Company.
19. Notices. Any and all notices, demands, or other communications required or desired to be given hereunder by any party shall be in writing and shall be validly given or made to another party if personally served, or if deposited in the United States mail, certified or registered, postage prepaid, return receipt requested. If such notice or demand is served personally, notice shall be deemed constructively made at the time of such personal service. If such notice, demand or other communication is given by mail, such notice shall be conclusively deemed given five days after deposit thereof in the United States mail addressed to the party to whom such notice, demand or other communication is to be given as follows:

If to the Contractor:	Address of record with the Company
If to the Company:	Landmark Management, Inc 14429 Ventura Blvd Ste 108 Sherman Oaks, CA 91423

Any party hereto may change its address for purposes of this paragraph by written notice given in the manner provided above.

20. Modification or Amendment. No amendment, change or modification of this Agreement shall be valid unless in writing signed by the parties hereto.
21. Entire Understanding. This document and any exhibit attached constitute the entire understanding and agreement of the parties, and any and all prior agreements, understandings, and representations are hereby terminated and canceled in their entirety and are of no further force and effect.
22. Unenforceability of Provisions. If any provision of this Agreement, or any portion thereof, is held to be invalid and unenforceable, then the remainder of this Agreement shall nevertheless remain in full force and effect.

IN WITNESS WHEREOF the undersigned have executed this Agreement as of the day and year first written above. The parties hereto agree that facsimile signatures shall be as effective as if originals.

Landmark Management, Inc.

Contractor

By: _____

Danny Barlavi
CEO

By: _____

(Please sign and print name and address)

SCHEDULE A

DUTIES, TERM, AND COMPENSATION

DUTIES: The Contractor will actively promote Cell Funds' cellular equipment recycling in both for-profit and non-profit markets.

- The Contractor will utilize and conform to the Company's written policies and procedures, which are subject to change with market conditions. The Contractor will be notified in writing of policy and practice changes.
- The Contractor may request the use of the Company's facilities and expert assistance at any time.
- The Contractor will conduct business for Cell Funds as outlined in this Agreement in a legal and ethical manner as defined by the State of California and written Company policy.

The Contractor will report directly to the Regional Sales Director for the Company or to any other party designated by the Company in connection with the performance of the duties under this Agreement and shall fulfill any other duties reasonably requested by the Company and agreed to by the Contractor.

TERM: This engagement shall commence upon execution of this Agreement and shall continue in full force and effect until terminated under Section 10 of this Agreement, or either party may terminate this Agreement at will with written notice of their intent to terminate.

COMPENSATION: As full compensation for the services rendered pursuant to this Agreement, the Company shall pay the Contractor on a commission basis for all cellular equipment submitted for recycling to the Cell Funds program. The commission structure will be:

Transaction Type	In-house Processing Commission Percentage	<ul style="list-style-type: none">• Commission percentages are calculated on NET profit from any transaction.• Structured (negotiated) deal commission applies to high volume brokered transactions only.
Business	20%	
Non-Profit	20%	
Retail	15%	
Structured Deal (brokered transactions)	No less than 10%	

The definitions for Transaction Types and examples of commission calculations are published in Company policies and procedures, and changes will be subject to written notification to the Contractor as outlined in this Agreement. Equipment Pricing (Payout) will be calculated based on the Company's published Pricing List, available on the Company website at www.mycellfunds.com, and is continuously updated with changing market conditions. Therefore, the pricing in effect for NET profit and commission calculations will be the published pricing on the date that a specific shipment is received by Cell Funds, or the date that a Retail purchase transaction is completed.

Refurbishing service deductions will be applied only to specific handsets where refurbishment significantly increases the value of the unit or significantly increases its marketability.

Contractors self-processing any transaction / shipment must complete training on and conform to Cell Funds processing policies and procedures. Any transaction that requires reprocessing due to non-conformance will be subject to the standard commission deductions for in-house services.



AAFLC Quick Pitch 2012

INTRODUCTION

1 - A. INTRO / GATEKEEPER

Hi, how are you today? That's great! My name is _____ and I am a volunteer with American Association for Lost Children. Our organization actively finds and rescues missing children that have been abducted and kidnapped. I would like to speak to the person in charge of the cell phones for your business.

DECISION MAKER AVAILABLE

1 - B. INTRO / DECISION MAKER

Hi, how are you today? That's great! My name is _____ and I am a volunteer with **American Association for Lost Children**. We are a nonprofit organization that actively finds and rescues missing American children.

Now, I understand that you are the person in charge of the cell phones for your company, is that correct?

2. SHORT STORY

Our organization is the **only one** in the world that does hands on rescues. In the past 25 years we have rescued 135 plus kids, and are currently investigating other missing children cases. To help, we are offering a **free FedEx shipping label** for any of your **old, used or broken** cell phones and chargers that you may have laying around in a drawer or closet collecting dust.

3. DISPLAY

We also offer a **free pick up** and a **Tax Write off** for your company and our Non Profit Organization gets paid for our recycling efforts.

4. CLOSE

So Contact Name do you have any phones that you can donate to help our organization bring back missing and abducted children?



AAFLC Quick Pitch 2012

IF YES

IF NO

Great, if you have 10 or more phones I can send you a free shipping label for your units.

Refer to Rebuttals



How many phones do you have?



IF YES

Would you prefer for me to (fax / email) the shipping label?



What (fax / email) should I send that out to?



Please keep in mind that the FedEx pickup for your phones is free, so what day should I schedule that for you?

(Verify address, set for 2 to 3 days)

CALL CLOSE

*Contact Name*_. you will be receiving your shipping label very soon and you appointment will be scheduled for your free pickup. I want to thank you for your time today

We appreciate your support towards our organization and the environment. Thank again, *Contact Name*_, and have a great day!



AAFLC Callback Pitch

INTRODUCTION

1 - A. INTRO / GATEKEEPER

Hi, how are you today? That's great! My name is _____ and I am a volunteer with American Association for Lost Children. I would like to speak to contact name.

DECISION MAKER AVAILABLE

1 - B. INTRO / DECISION MAKER

Hello contact name, this is _____ with the **American Association for Lost Children** cell phone collection campaign. I was calling to verify that you received the information that I emailed/ faxed to you at repeat email/fax.

If NO: Make sure that you spell emails or repeat fax numbers to client.

2. SHORT STORY

IF YES: Great, please keep in mind that our organization is the **only one** in the world that does hands on rescues. In the past 25 years we have rescued 135 plus kids, and are currently investigating other missing children cases. To help, we are offering a **free FedEx shipping label** for any of your **old, used or broken** cell phones and chargers that you may have laying around in a drawer or closet collecting dust.

3. DISPLAY

We also offer a **free pick up** and a **Tax Write off** for your company and our Non Profit Organization gets paid for our recycling efforts.

4. CLOSE

So Contact Name do you have any phones that you can donate to help our organization rescue missing and abducted children?

Closes:

So Contact Name would you like for me to email/fax your shipping label today?



Collection Flyer Pitch

How many employees does your company have?

Well, Contact Name, our company offers a flyer that you can print and share with your coworkers, friends and family members to help collect cell phones to help rescue missing and abducted children.

Companies have passed them out to their employees, posted them in break rooms and offered the collection service for whatever amount of time they would like to help, at any of their locations.

We also have an email that can be blasted out to anyone that would like to participate.

I can even help with a press release for company public relation purposes, and to inform the community about your participation and how they can also help by donating their cell phones.

CLOSE

So Contact Name how long of a campaign would your company like to host, 1 or 2 months?

Great, would you like for us to create an email for your collection?



What email should I send the flyer and information to?



CALL CLOSE

Contact Name. you will be receiving your collection flyer and your information soon, I appreciate your help with this campaign.

We appreciate your support towards our organization and the environment. Thank again, Contact Name, and have a great day!



Rebuttals AAFLC

Q: I do not have any phones.

A: No worries, well our organization has 6 simple ways to help, including our neighborhood cell phone collection drive, our e-Cause campaign, and using our partner services on www.helpaaflc.org. I can send you some information on how to help, what email or fax should I send it to?

Q: What do you do with the phones?

A: The phones go to Cell Funds and are refurbished, resold in the US market or recycled by an EPA certified refinery in Northern California. **(Go to close)**

Q: Where do the funds go?

A: The funds that are provided to us by Cell Funds are distributed evenly between the numbers of services we have. Such to our investigations team, for travel, and rescues of missing children. **(Go to close)**

Q: I do not want to pay for shipping and handling!

A: We offer free shipping and handling for any donations of 10 or more phones. **(Go to close)**

Q: I do not have time to drop them off!

A: We will schedule a free pickup with FedEx for any of your donated cellphones. **(Go to close)**

Q: We donate our phones to another organization.

A: That's great, next time you have any phones to donate, you may donate a portion to our organization and still help out the other organization. **(Go to close)**

Q: We give our phones back to our provider.

A: No worries, our recycling partner Cell Funds will also purchase the cell phones from your company. **(Go to close)**