

**WHAT DO I SAY...**

**AT A SCHOOL?**

“Hi, My name is \_\_\_\_\_ with ABC Apartments. We are a community that sits on your school’s bus route. We wanted to come by and introduce ourselves as well as bring goodies for you and your colleagues. Is there ever an opportunity for our community to sponsor a PTA event or anything like it?”

“What is the best way for us to share our community information with your staff?”

“Do you have an email newsletter?”

**AT A UNIVERSITY?**

“Hi, My name is \_\_\_\_\_ with ABC Apartments. May I speak with your housing director (or coordinator)? We offer housing that is close to campus. We’d love to share our information with your students. What is the best way for us to do that?”

“Do you ever host events or fairs we could be a part of?”

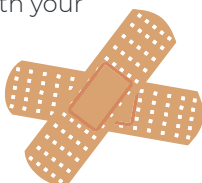


**AT A MEDICAL OFFICE?**

“Hi, My name is \_\_\_\_\_ with ABC Apartments. I just wanted to come by and introduce myself. We brought you some goodies for your employee lounge area.”

“We’d love for you and any others to come by and visit us.”

“What is the best way for us to share current information with your employees?”



**AT A FINANCIAL INSTITUTION?**

“Hi, My name is \_\_\_\_\_ with ABC Apartments. I just wanted to come by and introduce myself. We’re always looking for cross promotion opportunities. We’d love to share your information with residents if you would be willing to share our information with your employees and possibly in the waiting rooms for clients. (If they say they can’t let you leave anything in the waiting area, let them know that it’s okay. Ask if they can share with their employees.)”

If we ever hosted an event on financial planning for our residents would you be interested in sharing some information and help to educate our residents?



**TO INSURANCE AGENTS?**

“Hi, My name is \_\_\_\_\_ with ABC Apartments. I just wanted to come by and introduce myself. Do you offer renters insurance? (If they say yes, proceed) Many of our residents don’t always have renters insurance. We’d love to share your information with them and include them in our move-in packets if you would be willing to share our information with your employees and in your waiting room. We are always looking for cross promotion opportunities.”



**AT A RESTAURANT?**

“Hi, My name is \_\_\_\_\_ with ABC Apartments. I just wanted to come by and introduce myself. I work with you all in cross promotion. We could share any specials or coupons for your restaurant with our residents if you would be willing to include our marketing flyers in your to-go orders. Is that something that you think would work for you? How many to-go orders do you average a week?”

“If we ever hosted an event for our residents would you all be interested in providing samples for the event?”



**TO GOVERNMENT SERVICES?**

“Hi, My name is \_\_\_\_\_ with ABC Apartments. Are you familiar with where our community is located? (Be prepared to explain where the property is located.) We wanted to come by and thank you for everything you do for our neighborhood. We brought by some goodies that we hope you can share with all in your department.”

“If we ever decide to host a crime prevention (or fire safety) event at our community, would someone from your team be willing to come out and share their knowledge with our residents?”

