

Want to be Successful?

Tips from a Grower

Bring only your best to market.

Wear a name tag and a smile.

Create a sense of bounty/abundance - Pile it up . . . waist height or higher. ..Tier your food.

Always bring more than you can sell!

Appearance Matters! Make your table memorable.

Leave the newspaper at home, talk on your phone some other time!

Bring “A” team. Be sure anyone working in your booth creates a good impression.

Be on time.

Be consistent, rain or shine...

Don't leave early, even when sold out! – Put up a “Sold Out” sign or “Come Earlier Next Week”!

Offer cooking suggestions or recipes, Market can help with printing if you need!

Be approachable, Build relationships → Customer loyalty.

Produce Drawings – Market Yourself! Prepare ahead of time and bring items & promo info!

Have pictures of farm, products finis...

Accept credit cards (Smart Phone square register).

Price your product fairly . . . Don't be the cheapest and don't undercut. Don't drop your prices at the end of the day.

Plan in your off season. Be consistent and follow the rules.

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