Tips from a Grower

Want to be Successful?

**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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