

The TipMaster's Script

TipMasters should recognize the Top Tippers every month for their contributions to the chapter.

Good Morning!

My name is _____. I am your TipMaster and also your chapter's _____ (name your category). If you could all pick up the Tip form that is in front of you and follow along with me, I will read the definition of a "Tip." You will find the definition in the blue shaded area of the Tip form.

"My qualified Tip is a company or person who is interested in a specific service or product and is expecting a call from a LeTip member."

Remember, the operative word in this definition is "expecting a call." We do not pass cold calls in LeTip. If you have a Tip today, please put an arrow on the top of the Tip to indicate the direction it should go, to pass the long way around the room, so everyone has a chance to view it and know that business is being passed. Pass the white copy as soon as you are seated and hold onto the yellow copy. When you have the Tip bucket in your hand for your 30-second commercial, place the yellow copy inside the Tip bucket announcing to all, how many tips you have. When you have four or more tips at one meeting, please take a dollar out of the Tip bucket! If you pass four or more outside Tips at one meeting, take \$5.00 out of the tip bucket!

If you will please look at the bottom of the Tip form you will see several boxes, the first box would be checked if you are passing your own personal business to a member of the group. An outside Tip is a referral to a member for someone who is NOT a member of your group and should represent 80% of the business done within our chapter. An inter-chapter Tip is when we tip a member of another LeTip chapter when that particular category is not filled within our chapter. The more LeTip business we do the more we will receive. Once money has exchanged hands, the dollar value is placed on the Tip form and returned to the TipMaster so we may report how many dollars have been put into all of our pockets.

If you have a Tip for a guest today, please fill out the red form in front of you called an Escrow Tip. This Tip is made out to a category but never the name of the person. This Tip is never passed but placed in the Tip bucket by the member giving the Tip and announced by that member what category the Tip is for. Please do not separate the escrow tip. When the guest joins he/she will receive those escrow Tips. I will announce the number of Tips passed this week during the committee reports. Thank you.

During Committee Reports:

TipMaster reports the total number of Tips passed the previous week. If it is the first week of the month, the Tip report will be prepared in writing and passed out to each member.

Acknowledge the Top Tipper and present the red Top Tipper badge for the month. Remember the Top Tipper will be someone who has given no less than 5 Tips within the month. A badge is not given for anyone doing just the minimum of 4 in a month!

Remind members of the 4-Tip minimum and to follow up on all Tips given with 24 hours!