

# Top 10 Tip Blunders

Being a successful Tipper starts with a positive attitude.

When is the best time to get your tips together? Well before you walk into your weekly meeting. Trying to think-up a Tip at the last minute is a disservice to your chapter members. Such last minute behavior is often at the root of some of the biggest Tip blunders (which we have listed below on a scale of one to ten - one being the worst). Members want to avoid these crucial mistakes.

## 10. No last names on Tip form.

- a. Many times there are two or three David's or Mary's in one chapter – it should not be a guessing game.

## 9. “Let’s do lunch.”

- a. It is good to create relationships, however, only write the Tip if you are setting up potential business, and write those details instead.

## 8. Cold calls.

- a. Tipping a member based on hearsay or rumors.
- b. Using names and numbers from the yellow pages or information gathered from the newspaper or other journal.

## 7. Blank detail box.

- a. TipMaster has authority to question and/or eliminate Tips with a blank detail box.

## 6. No phone number provided on an outside Tip.

- a. Member should not have to call the Tipper for a phone number when that should already be present.
- b. Outside Tips without phone numbers should leave (tuck in LeTip Caddie) with the Tipper. Call member with name and phone number that day, and pass at the next meeting.

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**TIP FORM**

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

Date: \_\_\_\_\_  Inside  Outside  InterChapter\*

Tip for: \_\_\_\_\_  
Tel: \_\_\_\_\_

Tip from: \_\_\_\_\_  
Tel: \_\_\_\_\_

Contact: \_\_\_\_\_  
Tel: \_\_\_\_\_  
Company: \_\_\_\_\_

Give complete Tip details here:  
\_\_\_\_\_

Write to: \_\_\_\_\_ Write to Tipper + Follow to TipMaster • To keep a record of your Tips, download "My Tip Forms," available online (Member's Only section, LeTip Library).  
\* Does not qualify towards your 4 Tip monthly minimum.  
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## 5. No immediate need.

- a. Details read, “Will give you this person’s phone number in about four months when they are ready to do business.”

## 4. Tipping outside of category.

- a. A member passes the Florist Tips for Gift Baskets because the Chapter does not have this position filled.
- b. A member may use these services until filled, however, no Tips are passed as this is an “open” category.

## 3. Inter-Chapter Tipping when the category is filled in your chapter.

- a. Member has ethics issue with printer in their chapter and does business with a printer in another chapter.

## 2. “Bogus” Tipping.

- a. Inside – no intention of setting up appointment.
- b. Outside – person is not “expecting” a phone call.

## 1. Passing an actual Escrow Tip to a guest.

- a. Escrow Tips are excellent marketing tools but are not to be handed out to a guest.
- b. Do not do business with people who have not made the same commitment as the rest of your Chapter.

A good feeling comes with giving a hot Tip to a chapter member. Lets all be aware of the steps necessary to make each Tip a qualified success!