

# Birthday Sales Qualification Form

<b>CONNECT</b>	<p>Thank you for calling <b>TrainerTainment</b>, this is (name). How may I serve you?          I'm interested in information about/booking birthday parties.          Great! <b>TrainerTainment</b> has the best parties in town!          With whom am I speaking? _____</p>	<p>Representative Name</p> <p>Call Date</p> <p>Call Time</p>
<b>QUALIFY</b>	<p>Please tell me about our birthday person</p> <ul style="list-style-type: none"> <li>Are we planning a party for a child or adult?</li> <li>A boy or girl?</li> <li>And what is his/her name?</li> <li>How old is <b>(use child's name)</b> going to be?</li> <li>Approximately how many children and adults will be attending <b>(use child's name)</b> party?</li> <li>This is the ultimate experience! We know that <b>(use child's name)</b> will have a great time!</li> </ul>	<p>Child or Adult</p> <p>Boy or Girl</p> <p>Name</p> <p>Age</p> <p># Child      # Adults</p>
<b>PRESENTATION</b>	<p>All of our parties include</p> <ul style="list-style-type: none"> <li>Up to 8 guests</li> <li>90 minutes in a festive private party room</li> <li>2 slices of cheese or pepperoni pizza</li> <li>Fountain drinks with refills during your room time</li> <li>A dedicated party host</li> <li>Plates, cups, napkins and a balloon bouquet</li> <li>Invitations</li> <li>The birthday child receives a glow button</li> <li>And each person receives a free ride or attraction pass for their next visit</li> </ul> <p>Our Ultimate Birthday Party includes 4 hours of unlimited rides, attractions, video games (excluding ticket &amp; prize games) and a \$10 game card for ticket and prize games.</p> <p>Our Laser Tag Phaser Frenzy includes 3 laser tag sessions and a \$10 game card.</p> <p>Our Incredible Birthday Bonanza includes 3 rides or attractions and a \$10 game card.</p>	
<b>CLOSE</b>	<p>Of these packages which do you think <b>(use child's name)</b> and his/her friends would enjoy the most?</p> <ul style="list-style-type: none"> <li>Our Ultimate Birthday party is \$299 for up to 8 guests and \$29 for each additional guest.</li> <li>Our Laser Tag Phaser Frenzy is \$269 for up to 8 guests and \$25 for each additional guest</li> <li>Our Incredible Birthday Bonanza is \$249 for up to 8 guests and \$25 for each additional guest.</li> </ul> <p>Were you planning on having <b>(use birthday child's name)</b> party during the week or on the weekend?</p> <p>Great, what date were you thinking about having <b>(use birthday child's name)</b> party?</p> <p>Did you want to come early in the day or later in the afternoon?</p> <p>Great we have _____ &amp; _____ times available on that date.</p>	<p>Package Selected</p> <p>Weekend or Weekday</p> <p>Date</p> <p>Morning or Afternoon</p>
<b>DEPOSIT</b>	<p>I can hold your reservation with a \$50 non-refundable deposit and that deposit will be deducted off your final bill. Which credit card would you like to use for your deposit?</p>	
<b>UPSELL</b>	<p>Would you like to add on additional pizzas or goody bags?</p> <ul style="list-style-type: none"> <li>If yes then</li> <li>If no: Great, you can add them all the way up till the day of <b>(use birthday child's name)</b> party.</li> </ul>	

# Birthday Sales Qualification Form

ORDER FORM

Child's Name: \_\_\_\_\_

Parent's Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Alt. Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

# Children: \_\_\_\_\_ # Adults: \_\_\_\_\_

Additional Notes: \_\_\_\_\_

\_\_\_\_\_

Party Date: \_\_\_\_\_ Party Day: Su M Tu W Th F Sa

Party Time: 10:00 11:00 12:00 1:00 2:00 3:00 4:00 5:00 6:00 7:00 8:00 9:00

Package Booked: \_\_\_\_\_

Ultimate Birthday Party	# attendees	_____	X	_____
Laser Tag Phaser Frenzy	# attendees	_____	X	_____
Incredible Birthday Bonanza	# attendees	_____	X	_____
Pizza	Quantity	_____	X	_____
Goodie Bags	Quantity	_____	X	_____
Lanyards	Quantity	_____	X	_____
Other	Quantity	_____	X	_____
Other	Quantity	_____	X	_____