

julietfunt phone sales cheat sheet



MOST POPULAR TOPIC:

Dealing with Overwhelm / Stress Management

THE PITCH FOR THE PERFORMER: Juliet is high-energy, funny, warm and vibrant. She will leave everyone relaxed and smiling.

THE PITCH FOR THE CONTENT: Everyone is doing more with less; overwhelm so common; stress costs companies big bucks; tension at home leaves many unfocused and less creative; pace and quantity of daily tasks is always increasing; program provides immediately applicable tools for home and office; universal topic. Program is fast paced and lots of fun. Great opener, lunch or closer.

OUTSTANDING FEATURES:

1 Juliet spent 7 years in professional improvisational comedy and therefore:

- ★ Can change material quickly and easily to blend with conference themes
- ★ Can add on-the-spot commentary to draw humor from the day's events

2 High energy, approachable style; teaches through humorous stories:

- ★ Connects easily and deeply with audience members
- ★ 60/40 split of entertainment/content, never dry or boring

3 All of Juliet's programs are modular and so can be:

- ★ Cut and pasted to select the most applicable material for your group
- ★ Shortened or lengthened to fit program slot or to get you back on schedule

4 Juliet has a great on-site attitude:

- ★ Juliet attends as many events as possible before and after speaking
- ★ No drop in and disappear "star" behavior; warm and easy, professional demeanor

5 Juliet is the daughter of Allen Funt of Candid Camera and so:

- ★ Can act as a celebrity draw and add extra appeal for audiences of 35 and above
- ★ Can incorporate Candid Clips into her program **THEMED TO YOUR GROUP!**

6 Juliet is great on a conference call. Can we talk?

- ★ We welcome the opportunity to help sell your client

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FEE REVIEW:

National Keynote – \$9,000; **California Keynote** – \$7,000
Domestic Travel – \$1,000 flat fee; **California Travel** – \$500 flat fee
Canada/ Hawaii Keynote- \$10,000
Client to provide lodging.

BEST AUDIENCES:

Associations, Realtors, Women's Groups, Healthcare, Hospitality, Educators, Parents, Government, Helping Professions, Wellness Oriented Corporations

SELLING JULIET TO:

Associations:

Associations are about **camaraderie and bringing in new members**. To that aim, educational content must be mixed with **FUN**. That's why Juliet is the perfect association speaker. In addition, because associations are made up of diverse populations, all themes addressed in their general sessions must be **truly universal** as Juliet's are. Dealing with Overwhelm and Improving Communication are issues everyone can relate to. For an added treat, Juliet can bring Candid Camera clips **custom themed** to the Associations' industry or area of focus. Association referrals on our website.

Realtors:

Juliet has worked with title, escrow, realtors, brokers and her **strong real estate referral list will go ON and ON** about the fun they had and the applicability and timeliness of Juliet's message to realtors. As the realty market flattens, the lack of certainty has shaken everyone in the industry and **they need personal and emotional support**. Overwhelm topic is perfect for their **frenetic, go-go lives**. Communication topic is supportive to those who need to deal with impossible clients, or brighten the day of an office of pressured colleagues. Realty referrals on our website.

Educators:

Juliet got her start speaking to kids, parents, teachers and administrators and has spoken in elementary schools, middle schools, high schools and colleges to **over 25,000** students. **She gets the current issues** in education. Her Overwhelm topic is perfect for the **do-more-with-less culture of educators** trying to nurture precious little beings on ever-tightening budgets. Topic to suggest: **CHILD OR TROPHY: An exploration of College, Grades and Excellence**. Description and education referrals on our web site.

Women's Groups:

Women like to laugh and have their aspirations at **values-based living** affirmed, and that is just what Juliet can deliver to them. She, of course, understands women's topics and can lace her business material with **universal female themes** like dealing with marital issues, the superficiality of our culture and trying to wear a hundred hats. **As a women in business herself** and the owner/founder of two companies, Juliet has authority in front of a group of business women. As a new mom, wife, celebrity kid and philanthropist, she has **lots of interesting and universal content to share** with non-business groups. Women's group referrals on our web site.