

Here's how to craft and deliver an engaging in-person pitch when meeting with a promotional product supplier (PPS):

In-Person Pitch for Promotional Product Suppliers

1. Greet and Build Rapport

- Begin with a friendly, confident introduction:

- "Hi [Name], I'm [Your Name]. Thanks for taking the time to meet with me. I'm excited to show you what I can offer and how we can work together."

- Briefly mention any previous communication (if applicable):

- "As we discussed on the phone, I specialize in custom 3D-printed promotional items that are perfect for helping your clients stand out."

2. Present Your Products

- Hand over the sample kit with care and excitement:

- "Here's a selection of the types of products I create. These are custom 3D-printed, with options like glow-in-the-dark designs, textured finishes, and full customization for logos or themes."

- Walk them through a key sample:

- "For example, this ornament can be customized with any client's branding or a seasonal design. The glow-in-the-dark feature is particularly popular for businesses looking for something unique."

3. Highlight Your Unique Selling Points

- **Ease of Customization:**

- "I can take your clients' existing graphic content—logos, taglines, or even rough ideas—and adapt it for my manufacturing process. This means no extra work for you, and you can offer clients a completely tailored product."

- **Flexibility and Speed:**

- "I specialize in small-batch production with quick turnaround times. This is ideal for clients needing a test run or last-minute promotional items."

- **Local Support:**

- "Because I'm local, I can offer faster communication and delivery than larger manufacturers."

4. Ask Discovery Questions

- "What types of products are your clients asking for the most lately?"

- "Do your clients prefer bulk orders, or do you see a demand for smaller, more personalized runs?"

- "What kind of turnaround time do your clients typically expect?"

5. Discuss the Partnership

- "I'd love to work with you to expand your offerings with these unique products. I can provide samples for you to show clients, and I'll support you every step of the way with design and production."
- "If there's a specific client or project you have in mind, I'd be happy to create a mockup to demonstrate how the product would look."

****6. Address Pricing (If Asked)****

- "Pricing depends on order size and customization, but I offer wholesale rates to give you a solid margin. Do you have a sense of what your clients' typical order volumes might look like?"

****7. Close the Conversation****

- "I'd love to hear your thoughts on these samples and explore how we can work together. When would be a good time for me to follow up with you?"
- If they're interested: "Would you like me to create a custom mockup for a specific client or event to get started?"

This pitch strikes a balance between showcasing your product, demonstrating your value, and learning more about their needs. Would you like help refining your samples to align with this presentation?