Rewrite the speech:

Hello, I need to create a sales speech for my product line which is 3D puzzle; a new product in the Kids educational toy market.

The way my business is works is very important to understand before you start creating the speech.

First kids & parents are coming to the store. Then each kid receives a mini demo puzzle (10 pieces) and try to build it with instruction. Most times the parents are standing next to their child and look at him while he builds it.

This is the time when we give the sales speech. He can listen to it while seen his kid assembles it.

The product is FUN & full with great educational parts to it. I want the speech to be fun, easy to listen to,& talk about the great things of the 3D puzzle.

It should have some famous quotes that people know And some humor parts.

Also I need you guys to check this youtube video to understand more about what I sell:

<http://www.youtube.com/watch?v=ZoAMlw4r6rY>

Please find my info and comments bellow:

1. Introduction with the costumer. (Before or While his kid assemble)

It is a Must to create good environment & conversation with each costumer. With out it the costumer WILL get board, won’t show interest and will not speak with you or listen to you. This is why you must brake the ice with him.

* First introduce your self and ask about the costumer (Name, where from…)
* Ask about his kids- Names, Ages, Hobbies ext…
* Tell him what is your job here at 3D puzzle and why you choose this job.
* You can always add staff of your own, As long as it makes him fill conferrable with you!
* Make a joke- people like to laugh.

I want to have a Question, which make the costumer wonder about the product such as:

When was the last time you got your child an educational toy? Long time ago…

Just to make him want to listen to the speech.

1. Description

* 3D puzzle ISN’T just a puzzle! It’s actually some where between Lego and puzzle. Why?! 2D puzzle doesn’t have instruction, the final shape is 2D, and is basically asks to find the right pieces to put together by shape and color of the part. Lego is more like it; both 3D puzzle and Lego asks to assemble by looking at the instructions. Every one knows how good Lego is for kids…

Definition of puzzle: some thing that is fun to do and has only one right answer!

* New Item in the market. We found it at Dr. Toy web site. Dr. toy is a toy organization, which gives grades by the quality of the products. 3D puzzle got the “top 10 educational toy” and “top 100 Kids toys” awards.
* It’s an educational product, NOT just a toy! Explain about the educational part of it.

Once the child builds it he improve many talents which are:

1. Problem solving: definition of puzzle is something that is fun to do and has only one right answer. If you put one part of the puzzle in the wrong way you can’t continue forward. You can look at the puzzle as a problem needs to be solved. Ones he finishes it, he can place the puzzle in the room as a sculpture to remind him of a complex problem he solved by him self. It’s great for his self-esteem.
2. Attention: During the process of assembling the 3D puzzle, the person must pay attention to the instruction and the way the parts are been snap together. Those long time (2-7 hours) puzzles improve the attention skill of the child.
3. Hand Coordination: the parts are in verity of shapes & sizes by snapping them together you improve your hand coordination,
4. Memory: Usually after putting the puzzle together you take it apart and then try to redo it without the instruction and improve your memory.
5. Creativity- the puzzle comes in a box, flat sheets of foam boards. Imagine that form those boards you make a beautiful sculptures such as architectural buildings, ships, cars. Maybe here at the store its obvious but when you get home and out of this box you are going to build an amazing 3d puzzle. It defiantly makes you want to create more staff by your own and use your creative talent to do so.

* Material of the product.. We choose the material of the product very carefully. Let me explain: unlike 2D puzzle which are made out of cardboard (if you band the 2D puzzle parts it will stay folded or brake to 2 pieces) and unlike Lego which is plastic that can be dangerous and brake easily. 3D puzzle are made out of FOAM-board which is non hazard and if you bend the part it always pops back to the original shape of it!

1. After the kid finish the puzzle. (IF you feel he isn’t going to buy it yet) you must prove your speech!

Let him/Her assemble it again, this time without the instructions. You will see that he makes it in half the time and without the instructions. It shows the costumer how well it can improve memory, problem solving and hand coordination because he but attention to it…

After you show and explain all this staff above, it is a must to say and show again the main things of the puzzle:

1. It can’t brake! Fold the piece and show how it pops back to original shape.
2. You can always put the parts back into the main board and keep it safe in the box.
3. 3. It improve 5 major talents: Problem solving, Attention, Hand Coordination, Memory, Creativity.

Then show our product line and explain about each of the product he likes:

Number of pieces, time to assemble and complexity level. Also give brief description about the item he choose. Such as history, architectural, use in past and present…