

RULES & SEQUENCE INFORMATION

INTRODUCTION TO THE 97 CARDS:

- 3 Easy Prospect
- 3 Medium Prospect
- 3 Difficult Prospect
- 6 In-Person Meeting
- 6 Phone Meeting
- 6 Video Meeting
- 8 Qualified
- 16 Follow Ups
- 6 Proposal
- 6 Closure
- 2 Super Prospect
- 2 Sales Genius
- 2 Extra Hours
- 6 Disqualified
- 6 Didn't Pick Up
- 6 Video Meeting - No Show Up

Non-Playing Cards

- 1 Msg & gift card
- 1 Rule booklet
- 8 Sales Coaching

NUMBER OF PLAYERS: 2 to 5 players

VISIT WWW.SALEYO.ORG

for additional ways to play the game for B2B, B2C, entrepreneurs and more.

There are no rules in sales, but this sales game does. Though integrity, ethics and enthusiasm is what we ask in both. On that note, let's play **SALEYO** and have some fun exercising those sales muscles!

What is your target in this game?

- To complete the winning sequence of the sales process i.e. close the deal on cards.
- Once the sequence is ready **shout out 'SALEYO' & share the closing punch line** or get disqualified.

How to Set up?

- All players take a **'Sales Coaching Card'** as their inspiration companion. (It's a non-playing card & not to be included in the playing deck)
- To begin the game the youngest player shuffles & deals the cards. For upto 4 no. of players distribute **7 playing cards** and for the 5th player distribute **8 playing cards**.
- Place the remaining cards with Mascot side facing up to make the **'Pick-up'** pile. The top card is turned over to form the **'Drop-it'** pile.
- The player to the left of the dealer starts by picking the top card from one of the two piles i.e. **Pick-up or Drop-it pile** & discarding one card from the in-hand deck into the drop-it pile (Hint: how you usually play most famous card games in the world currently 😊)
- The game continues in the clock wise direction till all the players have completed their winning sequence (except the last remaining player)

THE WINNING SEQUENCE

→ 'x' Prospect → 'x' Meeting → Qualified Prospect → 'x' no. of Follow ups
→ Proposal → Closure → Call out Saleyo & message on the 'Closure' card
('x' is a variable, please read the detailed description below)

THE WINNING SEQUENCE DESCRIPTION

- 1) The first card of the sequence will be the 'Prospect' any one of the easy, medium, or difficult prospect cards.
- 2) Next in the sequence will be the 'Meeting' card. This can be a stand alone 'In-Person Meeting' card which is the best kind. The alternate option is to combine the 'Phone-Call Meeting' along with 'Video-Call Meeting' card to get the best outcome.
- 3) Third in line will be the the 'Qualified' card which simply refers to a qualified prospect.
- 4) Next up will be the 'Follow-up' cards. You might get follow up cards denoting 1 to 4 counts of follow ups. For an 'Easy Prospect' you require minimum count of '5 follow ups' (For eg. If you get a card which denotes 1 follow up and another card which denotes 4 follow ups, by adding these numbers 1 + 4 you get a total of 5 follow ups). Likewise, for a 'Medium Prospect' you require minimum count of '7 follow ups'. Lastly, for a 'Difficult Prospect' you require a minimum count of '12 follow ups'

- 5) Moving onto the next card which will be the 'Proposal' card which represents sharing a proposal with a qualified prospect.
- 6) Finally the last in sequence will be the 'Closure' card, it represents closing the deal.
As soon as you have the winning sequence ready you have to **Shout out Saleyo + Share the closing punchline on the closure card. If you don't do this action, you lose the game**

Special cards

(These accelerate your chances of having the winning sequence)

- **Super Prospect** - For this you require a minimum count of only '3 follow ups' in your sequence
- **Sales Genius** - You can use it as a 'Free will' card, fit in anywhere to complete the sequence (some people candidly call it the genie/joker).

• Extra Hours -

You can throw this card & pick up 2 cards in its place to make your sequence faster. (Ensure that once you have picked up the two cards you also discard one another card from your in-hand deck, over & above the Extra Hours card thrown in the drop it pile. This way no one else can pick up the Extra Hours card again & only one person gets the advantage at a time).

Disadvantage cards

(These slow down your chances of having the winning sequence)

- **Disqualified**
- **Didn't Pick Up**
- **Video Meeting-No Show Up.** Your goal is to get rid of these cards and replace them with the winning sequence cards.