



Step 1 Great the vendor and explain that you will be completing the Vendor Profile Worksheet.



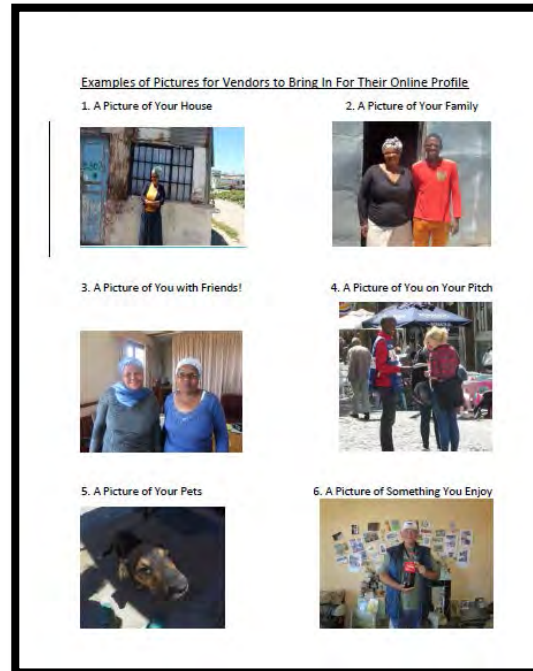
Step 2 Ask if they have any questions and answer them the best you can.

ATTACH Picture Here!	Name: _____ Vendor #: _____ Pitch: _____ Monthly Goal: _____
How did you join The Big Issue?: _____ _____ _____	
Why Do You Sell The Big Issue?: _____ _____ _____	
How many years have you worked at the Big Issue?: _____ _____ _____	

Step 3 Hand out the Vendor Profile Worksheet



Step 4 Help them fill it in if they cannot write. If they can only write in Xhosa that is okay! You will translate later.



Step 5 Give them the “example pictures for vendors to bring in for their online profile” handout and tell them to bring in as many pictures as they can for the next meeting!