



SOLIAVENTURE
greeting cards



What to Say at a Market Booth

Friendly Tips for Non-Pushy Conversations

We recently saw an Instagram reel that really stuck with us. A seller at a market was kindly greeting customers with sentences like:

*We have more shirts
in different colors.*

Everything is \$6.00.

Looks good on you!

Here's a mirror if you'd like!

*Let me know if you
need anything!*



Even though none of these phrases were pushy, the customer would often put the product back and walk away right after. The reel made a good point: some people feel **immediate pressure** when a seller talks to them, even if it's super friendly and helpful. And what surprised us the most were the **comments**. So many people said they actually feel stressed or obligated to buy when a seller speaks to them—and they often leave, even if they were interested to buy at first. One great suggestion we read in the comments was to put a small note at your booth that says:



That tiny sentence could help many people feel more relaxed and welcome to browse.

Regardless of what we saw in that reel, we personally love talking to people at markets. For us, one of the best parts is connecting with those who stop by—whether it's chatting, sharing stories, or just laughing together.

People are often curious about which one of us (my sister and I) created each design, the types of paper or techniques we use, or often asking, “Did you make that?” (We’ve noticed some people assume we’re just selling the cards and not making them ourselves!) That’s why we always like to make it clear:

“We make them!”

So if you're like us and enjoy customer interaction but want to keep it warm and low-pressure, here are **6 simple things** you can say in different situations to make people feel more welcome and less pressured.

These are some things we say at our own booth—feel free to tweak them to fit your style and product!



Before you even say anything...

What you say matters—but **how you show up matters too**. Your posture, energy, and presence can make people *feel* welcome before a single word is spoken. Just standing up (instead of sitting behind the table), making eye contact, and offering a genuine smile can completely change the vibe of your booth. It tells people:

“You’re welcome here. I see you. No pressure.”

So much of customer interaction starts before you open your mouth—and when you pair good posture with kind words, it makes all the difference.

What to Say in Different Situations

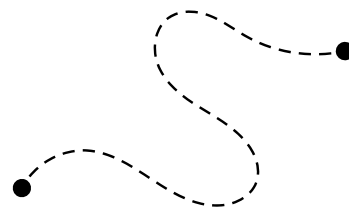
1. When someone compliments your work

This is one of the easiest moments to connect—because they already like what you do! Try something like:

- ☞ “Thank you! That one was actually made by my sister.”
- ☞ “I had so much fun making that—it took forever to line up the pieces!”
- ☞ “Thanks so much, it means a lot to hear that.”



Short, real responses can turn a quick compliment into a genuine exchange.



2. When someone smiles but keeps their distance

Some people want to show they're interested, but they're shy or just not ready to talk. A warm smile or soft greeting is often enough.

Try:

- ☞ “Hi, feel free to look around! Everything here is handmade.”
- ☞ “Let me know if you have any questions—no pressure at all.”
- ☞ “We're just here if you need anything!”

Just giving them space (with kindness!) helps them feel welcome to explore at their own pace.

3. When someone starts a conversation

If they're the one talking first, that's a green light! Lean into the conversation naturally. They might ask questions like, "Did you make all of this?" or "How long does this take?"

- ☞ Share a little behind-the-scenes detail.
- ☞ Mention what kind of materials or steps go into your process.
- ☞ Ask if they've ever tried something similar—it builds connection and keeps things friendly.



4. When someone touches or picks up an item

That's a good sign—they're curious! This is a great time to casually share something interesting about the item.

- ☞ "That's one of our newest designs!"
- ☞ "That one uses all paper and a bit of glue—most of our cards aren't printed."
- ☞ "That one has a fun story if you want to hear it!"

You're offering a detail, not pushing a sale.

5. When someone doesn't buy anything

This is part of the market life—don't take it personally. What matters is the experience they had at your booth. End their visit with kindness:

☞ “Thanks so much for stopping by!”

☞ “Hope you enjoy the rest of the market!”

A warm goodbye often leads to someone coming back later—or finding you online!

6. When someone buys something

This is your moment to show true appreciation—not just for the sale, but for their support. A simple “thank you” can be powerful when it feels real. Try saying:

☞ “Thank you so much! That really means a lot to us.”

☞ “We're so happy you chose one of our cards—hope it brings a smile!”

☞ “Your support helps us keep doing what we love—thank you.”

You can even tell them a quick detail about the product they chose, or share how it was made, if it feels natural.

This kind of thank-you creates lasting connections—and often turns first-time buyers into returning customers or long-time supporters.

Our Final Best Advice

BE YOURSELF!

Smile, stay present, and don't overthink what you're saying. Just try to connect with people in an authentic way and HAVE FUN!

You've got this. 🙌