Over the last four years, it’s likely Jamie Messersmith has knocked on your door.

Messersmith, a 2012 Gothenburg High School graduate, is the top fruit seller for the school’s FFA organization.

Throughout her high school years, Messersmith’s fruit sales have topped $10,626.

For many years, FFA’ers have taken orders for fruit and other food each November and delivered their wares around Christmas time.

Her freshman year, Messersmith earned an FFA jacket for her efforts.

For the next years, she received plaques for selling the most product.

Her senior year, in the fall of 2011, she broke the all-time school record for FFA fruit and meat and cheese sales, selling a whopping $4,013 of her product.

Messersmith also peddled the most her junior year, earning $3,351 in sales. FFA advisor Dan Scherer said the previous record was a little more than $3,000.

The other day, Messersmith shared her secret weapon.

“You go to people who know you and like you,” she said.

And not only in Gothenburg.

Messersmith traveled to the nearby communities of Cozad, Oconto, Callaway, North Platte and Cambridge every weekend and after school.

She said she’s also patient.

“You need to let your customers take their time in deciding what they want to buy,” Messersmith said.

Delivering her product in timely fashion also helped in building a customer base as did calling back to see if her customers liked their product.

She also sent hand-written thank-you notes.

“I wanted to let them know how much I appreciated their purchase,” Messersmith said.

By being a part of FFA, the recent graduate said she’s learned much about sales, parliamentary procedure and other things.

In the meantime, Messersmith plans to get a degree in diesel technology from Mid-Plains Community College in North Platte and “probably end up farming in Gothenburg one of these days.”

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