

Scout Sales Tips

SCOUT "TIPS" TO SELL MORE POPCORN

1. Always be courteous, kind and respectful. SMILE!
2. Familiarize yourself with all the popcorn products you can sell including the Military Donations.
3. Always wear your full uniform when selling. Your uniform lets people know immediately that you are a Scout and they may want to help you.
4. Always say "Thank You" even if they do not buy.
5. Respect others space and property by using sidewalks not walking on yards. Stay where your parent or leader can always see you.

HERE IS WHAT YOU SAY TO CUSTOMERS

(Memorize this)

- ⇒ Hi my name is _____.
- ⇒ I am a Scout with Pack / Troop _____.
- ⇒ I'm selling popcorn to earn funds to help my pack/ troop for activities, supplies and to earn my own way in Scouts.
- ⇒ The popcorn is delicious and there are 14 different choices.
- ⇒ Will you be interested in supporting my Scout pack/ troop by buying popcorn?

IF THEY DO SAY "NO" SAY THIS

Well then; Would you like to make a contribution for us to send popcorn to our military men and women around the world? Our troops really look forward to this every year! Any amount is welcome, but we do have a \$30 and \$50 donation level.

Parent note:

Scouts can add smaller military donations to add up to a \$20 or \$50 level.



Don't forget to use the Trails-End website to send e-mails to any friends or family living out of town. They probably want to help too!

Over 70% of each popcorn item sold directly supports your local West Tennessee Area Council programs and camps. The popcorn sale teaches youth the value of earning their own way. Youth learn valuable communication and sales skills to help them be better prepared for life as an adult.

My Popcorn Goal is:

\$ _____



The prize I would like to earn is:

