

Scout Selling Tips

- ALWAYS wear your uniform. Everybody loves to support a Scout in uniform.
- ALWAYS sell in pairs accompanied by an adult.
- ALWAYS act like a Scout, and be polite and courteous. Wear a smile and introduce yourself.
- ALWAYS walk on the sidewalk and driveway, NOT through the yard. Watch for traffic.
- NEVER carry large amounts of cash with you. NEVER enter anyone's home.
- Remember to always have two pens with you and make sure you keep your Take-Order form as neat as possible.
- Statistics show four out of five homes buy Trail's End popcorn when asked.
- Most importantly, when you are selling the popcorn, tell the people what the money goes for. Have them read the back side of the Take-Order form.
- Make sure you know the date when you will be delivering the popcorn to your customers.
- In case no one is at home, write a letter (and make copies of it) explaining the popcorn sale and why you are selling it.
- Not every house will buy so do not become discouraged.
- The more people you ask, the more people will buy.
- Put popcorn sale articles in your school, church, and community bulletins/newsletters.
- Ask your parents to help you sell Trail's End popcorn at their workplaces for employee or customer gifts. Better yet, ask your parents if you can go to their offices and sell.
- Ask your parents to take a Order Form to work to pass around the office. (Extra forms are available. Ask your Unit Kernel.)
- Remind your parents, grandparents, aunts, uncles, and neighbors what a great gift Trail's End popcorn makes for teachers, friends, co-workers etc. Also, let them know how quickly it runs out and to buy enough from you to last them until next year.
- Ask your friends at your place of worship if they would like to buy some Trail's End popcorn.
- Write a thank you note and place a copy of it on all the Trail's End popcorn you deliver to let everyone know how much you appreciate their support. (This will benefit you next year when you call on them.) Remember to say "Thank You" when you hand deliver it.
- Keep your Take-Order forms so you can call on these people again next year. People will remember how polite and courteous you were, the nice thank you note they received, and the Trail's End popcorn that they did not buy enough of!
- Don't forget to go to the neighborhoods where you do Scouting For Food.
- Practice the five principles for success presentation.

Who you are-First name only.

"Hi, my name is Brian."

Where you are from

"I'm a Cub Scout with Pack 38 here in (town)."

What you are doing

"We're working very hard to raise money for our scouting activities for this year."

What they can do to help you

"You can help us by buying some of our delicious Popcorn!"

Close the sale

"You'll help us, won't you?"