

Scout Safety & Selling Tips

Safety Tips

- ALWAYS sell with another Scout or with an adult.
- NEVER enter anyone's home.
- NEVER sell after dark unless you're with an adult.
- DON'T carry large amounts of cash.
- ALWAYS walk on the sidewalk and driveway.



Selling Tips

- ALWAYS wear your uniform and carry your registration card.
- ALWAYS smile and introduce yourself.
- ALWAYS tell your customers why you are selling popcorn.
- KNOW the different types of popcorn you're selling.
- ALWAYS say "Thank You!"
- ALWAYS make a copy of your order form before you turn it in.

Scout Sales Pitch

Luke Fewx - sold over \$100,000 of popcorn in 2017.

Here's Luke's approach to customers:

"Hi, my name is Luke. I'm trying to earn my way to NASA Space Camp. Can I count on your support? All the popcorn is delicious and you will help fund my many adventures in Scouting."

Have your Scouts find a partner and practice their speech at least three times with each other.

Luke's 6 Simple Steps to Selling Popcorn

1. Always wear your uniform. So customers know you're a Scout.
2. Always smile and introduce yourself.
3. Always ask the customer if they want to support Scouting. Not if they want to buy some popcorn.
4. Always know the popcorn flavors and the products you are selling.
5. Always have a clean order form and a pen ready.
6. Always say thank you!

Be Familiar with the Product

- For people who have never had the popcorn before, recommend your favorite one.
- Know the "in's and out's" of the product list. Be ready to point out which products contain no trans fats, make great gifts, all the new flavors, and be ready to suggest the best sellers.

