

## Popcorn Selling Tips for Pack 80

- **CUB SCOUT MOTTO: “Do Your Best!”** and be prepared...
- wear your uniform and be neat in your appearance – shirt tucked in, no ripped jeans, etc.
- customers will be impressed if you are prepared. If you are prepared, then it must be important – people will want to support you!
- rehearse your sales script – make it “your own!”
- review your order sheet and **know your products!** You'll be able to answer your customers' questions and help them buy more, if you do...
- sign up for a Table Event sale with your Den – selling together with your friends in your Den is a lot of FUN!!!

**feeling a little nervous? That's okay, just start with some people you know, who will probably buy from you – your relatives, neighbors and your friends' parents, for instance...**

## SALES SCRIPT:

**SMILE** 😊

Hi, my name is <YOUR NAME> and I'm selling popcorn so I can go to Cub Scout camp this summer.

There are four ways you can help me raise money:

1. purchase some of the popcorn for you to enjoy
2. purchase some popcorn to share as a gift for your friends and family to enjoy
  - we'll be delivering in November, and they make GREAT Thanksgiving favors or Holiday presents for your child's teacher, your postal carrier, minister, etc.
3. help me support our troops! You can buy popcorn and we will ship it to them for you

make a simple donation of whatever you can spare; every little bit will help my pack get to summer camp

Which option is best for you right now?

## **KNOW YOUR PRODUCT**

We offer many different kinds of popcorn. From great tasting:

- butter popcorn to
- yummy chocolate popcorn,
- caramel popcorn (my favorite!),
- butter light popcorn.

Our prices range from \$10.00 - \$50.00. What sounds good to you?

**NOW, HAND THEM THE ORDER FORM AND SHOW THEM THE DISPLAY SHEET.**

Take the order, collect the money and remember to say,

**"Thank You!"**