

POPCORN

TIPS

Encourage your Scout to establish an independent achievable goal (Example: Selling 10% more than last year should be achievable). Be encouraging to continue selling until he/she reaches their goal. Have your Scout share his/her goal with the unit leader.

How to make your first 40 sales

Help your Scout make a list of the "Perfect 10" Customers:

- 10 sales to family and friends
- 10 sales to Mom's friends, work, clubs, etc.
- 10 sales to Dad's friends, work, clubs, etc.
- 10 sales to closest neighbors

With an average \$20 sale - your Scout sold \$800 in less than a week!



More Tips for Success:

- Help your Scout use the online order system for those family members who live far away.
- Remind those buying that popcorn can be used as gifts for teachers, co-workers, neighbors, babysitters, beauticians, relatives, etc. You may want to use the gift guide found at www.scoutsiowa.org/popcorn.
- Parents can take an order form to work.
- Don't forget local banks, businesses, service clubs, etc.
- When contacting your customers from last year, ask them if they have any friends or family that have not been asked to purchase popcorn and would like to purchase this year to give you a call.
- Remind your Scout to tell the customer his/her goal, what prize he/she is trying to reach, and what fun things the unit has planned. (Example to pay for camp, high adventure, etc.)
- Your Scout should always wear Class A/field uniform when selling popcorn.
- All customer checks should be made out to your unit (never to the Scout or parent).
- Please remember the Scout Law. A Scout is...Trustworthy, Loyal, Helpful, Friendly, Courteous, Kind, Obedient, Cheerful, Thrifty, Brave, Clean and Reverent.
- Be Cheerful! Always say "Please" and "Thank you" and SMILE!

