

MISSISSIPPI VALLEY COUNCIL APPRECIATES YOUR SUPPORT



BOY SCOUTS OF AMERICA®

POPCORN SALE

ADVENTURE, FAMILY, FUN, CHARACTER,
LEADERSHIP AND SO MUCH MORE...

★ OVER 70% ★
GOES BACK TO SCOUTING

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POPCORN SALES SCRIPT

★ SAMPLE DOOR-TO-DOOR SCRIPT

Hi, My name is _____. I'm a Cub/Scout with Pack/Troop _____.

We're raising money to _____.

You can support us by buying some of our delicious popcorn. *(hand customer Take Order form and a pen)* Will you help me?

★ SAMPLE SHOW-AND-DELIVER SCRIPT

Hi, My name is _____. I'm a Cub/Scout with Pack/Troop _____.

We're selling popcorn to raise money for our Pack/Troop to _____.

I happen to have these items with _____.

me today *(show customer products you have on hand)* or you can get any other item shown here *(hand customer Take Order form)* and I will deliver it. Will you help me?

★ SAMPLE SHOW-AND-SELL SCRIPT

Hi, My name is _____. I'm a Cub/Scout with Pack/Troop here in _____.

We're selling popcorn to raise money for our Pack/Troop _____.

to _____.

(trip, event, purchase, etc.) By buying popcorn today, you'll help me earn my way and do fun things with my Pack/Troop all year-long.

This product is my favorite *(point to favorite mid-priced item)*. Can you help us today?

FUNDING THE FUN!!!

POPCORN SELLING TIPS

A seller is

- ★ **TRUSTWORTHY**... be honest when telling a customer how great the popcorn really is.
- ★ **LOYAL**... never give up!
- ★ **FRIENDLY**... always smile!
- ★ **COURTEOUS**... always be polite; wear a smile and introduce yourself.
- ★ **KIND**... always say "Thank you," even if the customer does not place an order.
- ★ **CHEERFUL**... call the customer by his or her name, if you know it.
- ★ **CLEAN**... make sure you always wear your uniform.
- ★ Always have an extra pen or pencil to keep your Take Order Form as neat as possible.
- ★ When you are selling the popcorn, tell the people what the money goes toward.
- ★ Make sure you know all the different types of products you are selling.

FIRST DAY TO SELL:

ORDERS DUE:

DELIVERY DATE:

