Popcorn Show and Sell Guidelines

Scout's Name	Time Arrived	Time Departed	Total Hours

1. Keep area neat and clean.
2. Ensure Boys are Polite.
3. Adult should maintain positive control of money – allow boys to make change from a small quantity of cash.
4. Smiling, friendly faces on Scouts sell the most popcorn.
5. Ensure the boys say "Thank You" – even for "no sales."
6. Record each boy's name and times of arrival and departure.
7. Coordinator will prorate each boy's share of the sales.
8. If a particular Scout is non-productive or distracting to the group, warn them once; if poor performance continues have them call their parents to get picked up – you don't need to deal with it!
9. Remember you are not selling popcorn, you are selling Boy Scouts!
10. Sweep the area and collect all trash and litter prior to starting and after cleaning up. Remember a Scout is Clean! If you like, bring a small table and make a poster board sign advertising why you are there.

<u>The Presentation</u>

Tell them who you are: **"Hi sir / ma'am, my name is _____ (First name only!)**

Continue with the group you are representing: **"and I'm a scout with pack / troop _____"**

Tell them what you are doing: **"We're selling popcorn to help raise money for our Pack / Troop."**

Tell them what they can do for you: **"You can help us by buying some of our delicious popcorn.**

Now get the sale by telling them to buy in a question: **"You'll help us out, won't you?"**

Questions about popcorn, call _____