

Show & Sell Sale Tips

Here are some good tips and guidelines for your Show & Sell Sale. You may want to distribute this page to all of the Scouts and adults working at your displays.

- Scouts should wear their uniforms, and remember that they are always representing the BSA to the public.
- It is helpful for units to have a sign identifying yourself. This will help the customers know who they are supporting. (Example: Cub Scout Pack 30, First Church of Smallville)
- Display the product; don't just have it in the cases that it was shipped in. Build a pyramid or do something eye catching.
- Don't open individual products. Remember, you can't sell or return opened boxes or cans.
- Scouts should practice how to greet customers and explain what they are doing there. Don't wing this, as you only get one chance as a customer walks by.
- Scouts should not sit behind the table. You want the customers to see the Scouts, and the Scouts to look excited to be there! A Scout standing out in front of the show & sell display is great marketing.
- Scouts should stay in the area assigned for the show & sell. Don't wander out into the parking lot, the gas pumping areas, or other parts of the store. Also, please don't chase customers into the store or to their cars, or walk up on them while they're doing other business.
- Always have adults present. If your unit is going to use the credit card app on a smart phone, an adult will need to be there to do that.
- Units should bring their own money/change. Unless you're at a bank, don't go into the store and ask the clerk for change.
- Remember that we're the guests of the store and that we want to leave the site as we found it. We want to be invited back for future weekends or next year.
- If you unit and another unit get double-booked at an S&S location, please work with the other unit to solve the issue. Unless absolutely necessary, don't trouble the store management. This could cause a problem for future S&S requests.