Trail's End

SCOUT SALES SCRIPT

Practice this script to maximize sales.

"Hello, my name is_____ and I'm with pack / troop _____. I am trying to earn my way to _____ and support our camp programs. I have many DELICIOUS flavors of popcorn and _____ is my favorite because _____! Can I count on your support to help fund my adventures?"

(Hand pen and order form to customer)

When you have completed your presentation, be sure to thank everyone, even if they didn't buy anything!

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SELLING TIPS

- **Be Neat** - always wear your uniform
- **Be Prepared** - know your products and what you are going to say
- **Maintain Eye Contact** - be confident
- **Speak Loudly & Clearly**
- **Always Be Polite & Courteous**
- **Thank Everyone** - even the people who don't buy anything
- **Keep Moving** - the more people you approach and talk to, the more popcorn you will sell
- **Keep Smiling**

SAFETY TIPS

- **Buddy System** - always have a buddy or adult with you when selling
- **House Rules** - politely decline to enter a stranger's house unless an adult is with you
- **Money Matters** - keep checks and cash in a Trail's End sale envelope with your name on it
- **Road Rules** - walk on the sidewalk whenever possible and always look both ways when crossing the street
- **Curfew** - never sell after dark

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