

Sell Show and Sell

Logistics

- Reserve your spot early! Approach local businesses with high foot traffic
- Contact the store coordinator to gain permission for set up dates and times.
- Bring your Scout with you and have them ask the manager
 - The Scout should be in uniform
 - If they say no, be polite and follow the Scout oath and law.
 - If they say yes, make sure you know what is expected of you. Bring your unit's code of conduct with you to share with management.
- Set up a schedule for Scouts and adult supervision with specific time of participation. Share with all parents in your unit.
- Review sales procedures with all parent volunteers helping at the sales booths ensuring security and accountability.
- Identify a good weekend to host your sale
- No Product Returns

Tips for a Great Show and Sell Booth

- Role play sales pitches with your Scouts at the Kick Off.
- Assign 2-3 Scouts and their parents or registered leaders to work in 2-hour shifts.
- Stack the popcorn neatly, creating an appealing display.
- Have the Scouts wear their uniform during the sale.
- Stand in front of the table, not behind it, to better engage the customers.
- Create an eye-catching table display using poster, trifolds, tablecloths....to bring in customers.
- Take advantage of mobile payments by using a tablet or smartphone reader. Your unit can use venmo, paypal, apple pay, zelle, square.
- Have the Scout make the sale. Encourage Scouts to take the money, make change or make the credit card sale.

Sales Locations:

Ideal locations are high traffic areas such as:


- | | |
|---|---|
| <input type="checkbox"/> Big Box Stores | <input type="checkbox"/> Your School |
| <input type="checkbox"/> Gas Stations | <input type="checkbox"/> Churches after Service |
| <input type="checkbox"/> Local Small Businesses | <input type="checkbox"/> Restaurants (especially locally owned) |
| <input type="checkbox"/> Car Washes | <input type="checkbox"/> Yard Sales/Festivals |
| <input type="checkbox"/> Home Repair Shops | <input type="checkbox"/> Farmer's Markets |
| <input type="checkbox"/> Donut Shops | <input type="checkbox"/> Craft Shows |
| <input type="checkbox"/> Door to Door | |

Go over behavior expectations with the Scouts.

Keep safety first and
ALWAYS say Thank You!

How To Order Show and Sell

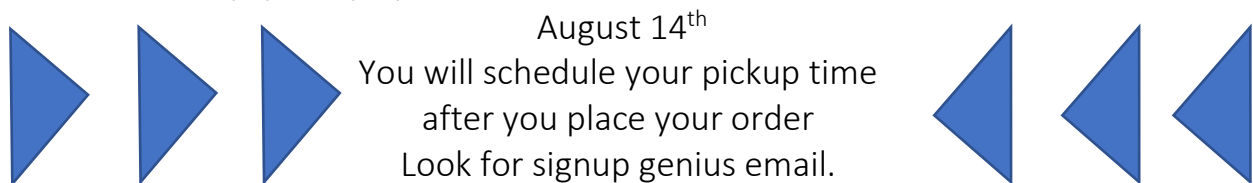
STEP 1: Order popcorn in advance.

You must place your Show and Sell order at prpopcorn.com by  **July 22nd**

Units must order a minimum of \$2,500 worth of popcorn on their first Show and Sell Order. All Show and Sell Orders must be ordered by full case. On average Scouts can see \$200 an hour in sales during a storefront sale.

How much should your Unit order? Check with your District Popcorn Kernel for your unit's previous year's sales history.

STEP 2: Pick up your popcorn.



STEP 3: Pay for your popcorn.

The Council will send you an invoice for all of your popcorn, bring a postdated UNIT check for the amount due to council (SHAC).

Checks will not be cashed until 10/2/2021.

STEP 4: Replenishment Orders!

Additional Show and Sell popcorn may be ordered weekly, all additional order must be placed by full case. Orders are due in the popcorn system by 11:59pm on Sunday night for pick up on the Friday of the following week. An additional postdated check for the cost of the popcorn being picked up is required on each Friday's pick up from 1pm – 6pm Contact your District Kernel if you need assistance picking up.

Orders Due Sunday by 11:59 pm	Orders Pick Up On Friday
8/15/2021	8/20/2021
8/22/2021	8/27/2021
8/29/2021	9/3/2021
9/5/2021	9/10/2021
9/12/2021	9/17/2021
9/19/2021	9/24/2021
9/26/2021	10/1/2021
10/3/2021	10/8/2021
10/10/2021	10/15/2021
10/17/2021	10/22/2021
10/24/2021	10/29/2021

STEP 5: Close out your popcorn

Use any excess popcorn to fill Take Order sales from Scouts, place your unit's final order on prpopcorn.com. If your unit needs to have product transferred to another unit, contact your District Kernel.