

Scout Tips For Successful Popcorn Sales

- **SET A POPCORN GOAL AND CREATE A PLAN TO ACHIEVE THAT GOAL.**
- **SET UP YOUR ONLINE ACCOUNT TO SELL POPCORN.** Send emails to family and friends. Be sure to do a test email to yourself to make sure it contains the correct seller link to buy from you.
- **ALWAYS WEAR YOUR UNIFORM WHEN SELLING.**
- **PUT A SMILE ON, INTRODUCE YOURSELF, BE POLITE AND COURTEOUS.**
- **ALWAYS TELL YOUR CUSTOMERS WHY YOU'RE SELLING.**
- **ALWAYS SELL WITH A BUDDY OR WITH AN ADULT.**
- **NEVER SELL AFTER DARK AND NEVER ENTER SOMEONE'S HOME.**
- **ALWAYS WALK ON THE SIDEWALK AND DRIVEWAY AND NOT THRU THE YARD, LOOK OUT FOR TRAFFIC.**
- **DO NOT CARRY LARGE AMOUNTS OF CASH WITH YOU.**
- **BE PREPARED WITH 2 PENS.**
- **KNOW THE PRODUCTS YOU'RE SELLING.**
- **SUGGEST MILITARY DONATIONS (\$30 & \$50 amounts)**
- **KNOW THE DATE YOU'LL BE DELIVERING THE POPCORN TO YOUR CUSTOMERS AND WHEN THEY SHOULD EXPECT THEIR ORDER.**
- **THE MORE PEOPLE YOU ASK, THE MORE POPCORN YOU'LL SELL!**
- **REMINDE CUSTOMERS THAT POPCORN MAKES GREAT GIFTS!**
- **WRITE A THANK YOU NOTE ON YOUR POPCORN TO DELIVER, ALSO REMEMBER TO SAY THANK YOU WHEN YOU GO OUT TO DELIVER.**
- **CUSTOMIZE THANK YOU CARDS AND POPCORN RECEIPTS** (See council popcorn website under Scout & Parent tools)
- **KEEP A COPY OF YOUR TAKE ORDER FORM SO YOU CAN REACH OUT TO YOUR CUSTOMERS NEXT YEAR.**



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SAM HOUSTON AREA COUNCIL