



## Selling Tips



**Make sure your Scouts and volunteers are ready for your upcoming sales activities. Remember, this isn't just to raise money for your unit, it is teaching your Scouts lifelong skills and confidence! That is the most important return for our efforts and it only happens if we take the time to prepare with them.**

For all methods of selling you will want your Scouts and adult supervisors to know the presentation so well they don't have to think about it. **So, practice!**

For Show-N-Sell locations:

- Clean the area before and after
- Don't use a table
- Use empty cartons to keep product off the ground and elevate the display
- Pyramid the colorful product in a creative way to make an appealing display
- Don't put up signs with pricing
- Don't open prepackaged popcorn and sell as single units
- All Scouts in uniform
- Everyone is courteous at all times
- Everyone spoken to is thanked for taking the time to listen

For door-to-door or workplace sales:

- All Scouts in uniform
- Carry one of the medium priced (\$20-\$30) items in hand
- After presentation, customer will likely ask about the item in the Scout's hand and he can describe it for them
- After the customer decides to buy that item or not, then bring out order form and ask if there is anything else they would like
- Everyone is courteous at all times
- Everyone spoken to is thanked for taking the time to listen

For more tips and information please see Michael Beck's Presentation brought to us by CAMP MASTERS.

## Some Show-N-Sell Location Ideas

### Notes on Show & Sell Locations:

Visit or call locations early in the summer. Good spots get snapped up early

Keep in mind direction of entrance. The sun can be quite hot if you're facing it

When reserving your day, ask the business where you can set up, any restrictions, etc.

Double check with the business the day before. Conflicts have been known to happen

### LOCATION

#### **Businesses**

- Ace Hardware
- Aldi
- Books a Million
- Academy Sports
- Dick's Sporting Goods
- Walmart
- IHOP
- Grocery Store
- Waffle House
- Walgreen's
- Target
- Mall
- Farmer's Markets
- Flea Markets
- Circle K
- Sheetz

### OTHER GOOD LOCATIONS

#### **Chartered Organization**

- Before, after or in-between church services
- Chartered Organization's Craft Show or Festival
- Elementary School Carnival

#### **Sports**

- Before a game –Tailgate with product
- Friday Night High School football game
- Rugby games
- Local Ball park/ Little League / Soccer Field

#### **Around Town**

- Personal garage sale, lemonade stand style.
- Car shows

- Friday afternoon at banks while people are cashing their pay checks
- Kids consignment sale.
- Library

### **IDEAS FOR FUN AT LOCATION**

“Advertise “on Facebook.

“Please buy popcorn so I can raise more money than my Girl Scout sister.”

Adult dresses up in popcorn costume, hat made from popcorn bucket from theater Have a sign twirler.

Have younger brothers & sisters at the sale Songs and skits to draw crowds.