



# 2018 POPCORN SALE

## Important Popcorn Dates:

Sale begins on: \_\_\_\_\_

Popcorn Pickup: Date \_\_\_\_\_ Location \_\_\_\_\_

Popcorn Pickup: Date \_\_\_\_\_ Location \_\_\_\_\_

Sale ends on: \_\_\_\_\_

Money turn in date: \_\_\_\_\_

All online sales count towards Scout Rewards from August 1 through \_\_\_\_\_.

Please make all checks payable to \_\_\_\_\_.



## Sales Goals and Fun Adventures

Remember to "Do Your Best!" Practice selling with your Scout. See sample script below.

Our unit's popcorn sales goal is \$\_\_\_\_\_

Each Scout's sales goal is \$\_\_\_\_\_. By reaching this goal, the following will be paid for...

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Here are a few of our upcoming Scouting adventures and some of the main reasons WHY our unit is fundraising:

- Date \_\_\_\_\_ Adventure/Activity \_\_\_\_\_
- Date \_\_\_\_\_ Adventure/Activity \_\_\_\_\_
- Date \_\_\_\_\_ Adventure/Activity \_\_\_\_\_

## Unit Incentives

In addition to the prize program provided by the council, our unit is offering the following Scout incentives:

- Sell \_\_\_\_\_ and earn \_\_\_\_\_
- Sell \_\_\_\_\_ and earn \_\_\_\_\_
- Sell \_\_\_\_\_ and earn \_\_\_\_\_

## Have questions about the Popcorn Sale?

Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_

## Sample Scout Script

"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!*