



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.