

SCOUT TIPS

- ◆ ALWAYS wear your uniform. Everyone loves to support a Scout in uniform.
- ◆ ALWAYS sell in pairs accompanied by an adult.
- ◆ NEVER sell after dark
- ◆ ALWAYS act like a Scout and be polite and courteous. Wear a smile and introduce yourself.
- ◆ ALWAYS walk on the sidewalk and driveway - NOT through the yard. Watch for traffic.
- ◆ Do not carry large sums of money with you.
- ◆ NEVER enter anyone's house.
- ◆ Remember to always have 2 ink pens with you.
- ◆ Keep your Take Order Form as neat as possible. Be careful with it - this is your only record.
- ◆ Statistics show 2 out of 3 do buy Trail's End Popcorn when asked. The average transaction is almost \$20.
- ◆ Make sure you know all of the different types of Trail's End products that you are selling.
- ◆ Tell the people what the money goes for.
- ◆ Be sure to say Thank You to everyone who makes a purchase and even if they say "Not Today"
- ◆ Make sure you know the date when you will be delivering the popcorn to your customers.
- ◆ Not every one you ask will buy so do not get discouraged. Say Thank You anyway.
- ◆ The more people you ask, the more people will buy.
- ◆ Ask your parents to help you sell popcorn at their workplace. Better yet, ask them if you can go to their work and sell.
- ◆ Make sure you say "Thank You" when you deliver the popcorn.
- ◆ Write a thank you note and put a copy of it on all the popcorn you deliver to let everyone know how much you appreciate their support.
- ◆ Remind your parents, grandparents, aunts, uncles, and neighbors what a great gift Trail's End popcorn makes for teachers, co-workers, friends, etc.
- ◆ Remind people how quickly the popcorn runs out and to buy enough to last them.
- ◆ Keep a copy of your Take Order Forms so that you can call on these people again next year. People will remember how polite and courteous you were, the nice note they received and the popcorn that they did not buy enough of.