

# Sample Popcorn Script

*Smile and always be polite .*

*Have 3 pens ready and at least 2 order forms*

## Scout Sales Script (basic)

Who you are \_\_\_\_\_ (First name only)

Where are you from. (pack, troop # \_\_\_\_\_ from \_\_\_\_\_)

What are you doing (supporting Scouting by selling popcorn)

What can they do for you (support Scouting by purchasing some popcorn)

Close the sale (ask the customer which product they would like to buy)

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## Scout Sales Script (sample)

Hi, I'm Johnny from Pack #101 at Northeast Elementary School

I'm selling popcorn to earn my way to camp

Please help me reach my goal

Which of these is your favorite? Mine is the \_\_\_\_\_

Develop your own scripts. Talk with other Scouts who have sold lots of popcorn to see what works for them.

*Always say Thank You even if the customer does not buy*