



SCOUT SALES SCRIPT

Practice this script to maximize sales.

"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!*

www.Trails-End.com

SELLING TIPS

- **Be Neat** - always wear your uniform
- **Be Prepared** - know your products and what you are going to say
- **Maintain Eye Contact** - be confident
- **Speak Loudly & Clearly**
- **Always Be Polite & Courteous**
- **Thank Everyone** - even the people who don't buy anything
- **Keep Moving** - the more people you approach and talk to, the more popcorn you will sell
- **Keep Smiling**

SAFETY TIPS

- **Buddy System** - always have a buddy or adult with you when selling
- **House Rules** - politely decline to enter a stranger's house unless an adult is with you
- **Money Matters** - keep checks and cash in a Trail's End sale envelope with your name on it
- **Road Rules** - walk on the sidewalk whenever possible and always look both ways when crossing the street
- **Curfew** - never sell after dark