



# Family Fact Sheet

Localize for Your Unit or Make Up Your Own

## Help Our Unit Have A Great Popcorn Sale

Top 3 things in our Scouting Program to be funded with Trail's End Popcorn this year:

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_

The Scout Popcorn Sales Goal: \$ \_\_\_\_\_

*(Write Your goal on your Take Order Form.)*

3) Look at the Unit Prize Program and decide what prize level you want to shoot for. Pick a Prize level that exceeds your Scout Popcorn Sales Goal listed in #2

*\*Don't forget to ask your leader about the Council Prize Programs*

Sell in the neighborhoods using the Take Order form

Before going out to sell, practice role-playing on the sales script he/she will use at the door. For example:

"Hi, my name is John Smith and I'm selling popcorn to help me earn the money to go to Scout camp this year, can I count on your support how much would you like to order?"

List the Key Dates for this year's Popcorn Sale:

- First Day of Sale \_\_\_\_\_
- Last Day of Sale \_\_\_\_\_
- Date to Turn in Order \_\_\_\_\_ (How and to whom?)
- Popcorn Pickup \_\_\_\_\_ (Where and when?)
- Money Collection \_\_\_\_\_ (When and to whom?)

My Unit is in the Northeast Georgia Council

My Unit is \_\_\_\_\_

Popcorn Chairman's Name \_\_\_\_\_

Phone Number (\_\_\_\_) \_\_\_\_\_ Email: \_\_\_\_\_

Unit Leader's Name \_\_\_\_\_

Phone Number (\_\_\_\_) \_\_\_\_\_ Email: \_\_\_\_\_

It is the families' responsibility to follow up on delivery and collection for the popcorn you sell.