

Another Show-N-Sell Method

SHOW & DELIVER (WAGON SALES)

“SELLING DOOR TO DOOR WITH PRODUCT IN HAND

What is Show & Deliver?

- ❖ Selling door-to-door with the take order form & product in-hand
- ❖ Allows Scouts to make the sale, deliver the product, and collect the money immediately all in 1 visit
- ❖ No more multiple visits to the same house to complete the sale
- ❖ Scouts can gain additional sales for products not available for Show N Sell (chocolate) by showing the Take Order Form
- ❖ Online Direct orders can be taken in person on the App
- ❖ Use the App and Credit Card readers going door to door
- ❖ Customers spend more at home than at storefront
- ❖ Customers are not rushed at home

How to do Popcorn Blitz?

- ❖ Set a designated time each week for a Popcorn Blitz to bring boys & parents together during the sale
- ❖ Parents bring minivans, SUV's, trucks, & cars
- ❖ On average 4 boys in uniform, are assigned to two parents/adults in each vehicle
- ❖ Boys & parents blanket neighborhoods with 2 boys on each side of the street stopping at every house while the parent is observing from the vehicle
- ❖ Each parent is responsible for driving just 2 nights throughout the sale and can drop their boys off the other 2 nights
- ❖ Boys turn money and unsold product into the Unit Popcorn Kernel at the end of the Popcorn Blitz Day/Evening meaning there is reduced risk of money or inventory being lost or uncollected.
- ❖ Always emphasize safety!
- ❖ Review the safety information provided in the sales materials.
- ❖ Keep in mind, Show & Deliver can be done by Packs, Dens, Troops, Patrols, or Individual Families
- ❖ Be safe!

