

SELLING TIPS

NEVER, NEVER, NEVER, ask customers to buy popcorn.
Always ask a customer to Support Your Scouting Adventure

Introduce yourself (first name only), where you are from, what you are doing, and close the sale:

“Hi, my name is (name) and I am from (local Unit). I’m earning my way to Summer Camp. Can I count on your support?”

- Wear your Scout uniform and always say “Thank You.” Whether they participate or not!
- Always have an adult present
- Storefronts: Optimize sales with 1 Scout per shift, stand in front of table, approach customers, maintain eye contact and deliver your speech
- Wagon Sales: Never enter anyone’s home

SCOUTS AND PARENTS

The Scouting Annual Popcorn Sale begins soon. Check with the Leaders in your Scout Unit for the details on your Unit’s sale.

Great Prizes and Rewards for Every Sale
Sell from July 1st to November 4th



2026 POPCORN SALE FOR YOUR SCOUT UNIT

My Council is **Northeast Georgia Council**

My Scout Unit is

My Scout Unit CODE is

By Reaching My Goal, I Will Receive:

Sale Begins

Popcorn Pickup

Money Turn in Date

Sale Date

Sale Ends

My Popcorn Kernel Can Be Reached At:

Unit Sales Goal

\$

Individual Sales Goal

\$

Rewards Points Goal