

# SCOUT SCRIPT & BEST PRACTICES

## SCOUT SCRIPT

"Hello! My name is \_\_\_\_\_ and I am with pack/troop \_\_\_\_\_. I am selling popcorn to earn my way to \_\_\_\_\_ and support our camp outings. I have some great popcorn flavors available for sale. My favorite flavor is \_\_\_\_\_, and I know you will love our popcorn assortment. Would you consider supporting me?"

**\*\*\*Always thank your customer, even if they do not purchase. Be cordial & kind.**

## SELLING TIPS

- **Be in Uniform** - always wear your clean uniform.
- **Know Your Products** - know the names & types of popcorn you are selling.
- **Be Prepared** - practice your sales script and pitch. Have confidence and smile!
- **Always Thank your Customers** - even if they do not purchase.
- **Follow Scout Safety Tips** - buddy system, road-rules, money management and curfew.