



## Scout Selling Tips



1. Review the Scout training videos and on line support materials at [www.trails-end.com](http://www.trails-end.com)
2. Always wear your Class A uniform
3. Never sell alone or enter anyone's home.
  - a. Sell with a parent and/or team up with other Scout (s)
4. Practice the five principles for success presentation
  - a. Who you are-First name only.  
*"Hi Sir, my name is Ryan."*
  - b. Where you are from  
*"I'm a Cub Scout with Pack 628 in New Market."*
  - c. What you are doing  
*"We're selling Trail's End Popcorn to help raise money for our scouting activities for this year."*
  - d. What they can do to help you  
*"You can help us by buying some of our delicious Popcorn!"*
  - e. Close the sale  
*"You'll help us, won't you?"*
5. Be polite and always say "Thank You"
6. Always walk on the sidewalk and/or driveway
7. Keep your Take Order forms each year for repeat customers
8. Have mom and/or dad take an order form to work
9. Have mom and/or dad help you determine whom to sell to in order to reach your sales goals.
  - a. Example: A Sales goal of \$285 is approximately 16 sales (average price is \$18 per container). Sell to Grandma, Aunts, Uncles, neighbors, friends, etc.
  - b. Remember, "two out of three people will buy when asked".