



Over \$4 Billion back to Scouting since 1980

**Welcome to the 2018**

**Mount Baker Council Popcorn Kickoff!!**

**AMERICA'S POPCORN SALE - FUNDING ADVENTURES!**

**OVER \$4 BILLION BACK TO SCOUTING SINCE 1980**

# **Sales Script**

**(Practice and memorize to maximize sales)**

**Hello, my name is \_\_\_\_\_ and I am with Pack \_\_\_\_\_**

**I am trying to earn my way to \_\_\_\_\_ and support our camp Programs!**

**I have may delicious flavors of popcorn and \_\_\_\_\_ is my favorite!**

**Can I count on your support to help fund my adventures?**

**(Hand pen and order form to the customer)**

**(When you have finished your presentation, be sure to thank everyone, even if they didn't buy anything.)**

# **Selling Tips**

- **Be neat : Always wear your uniform**
- **Be Prepared: Know your products and what you are going to say**
- **Maintain Eye contact : Be confident**
- **Speak loudly and clearly**
- **Always be polite and curious**
- **Thank everyone : even the people who don't buy anything**
- **Keep Moving : The more people you approach the more popcorn you will sell**
- **Keep Smiling**

# **Safety Rules**

- **Buddy System : Always have a buddy or adult with you when selling**
- **House Rules : DO NOT GO IN TO PEOPLES HOUSES:  
Politely decline to enter strangers homes unless an adult is with you.**
- **Money Matters : Keep checks and cash in an envelope with your name on it**
- **Road Rules : Walk on sidewalks whenever possible and always look both ways when crossing the street.**
- **Curfew : Never sell after dark.**

\* PLEASE KEEP ALL

BOXES!! you can consolidate and  
break down boxes but I  
need all boxes back!! :)

\* NO CHAIRS

Anna  
425-345  
3073

425-345  
3073

22905 102nd Ave SE  
Woodinville WA  
98077

7  
7  
3





## 2014 SHOW and SELL RECORD SHEET

Date: \_\_\_\_\_

UNIT: \_\_\_\_\_ TIME: \_\_\_\_\_ LOCATION: \_\_\_\_\_

PARENT IN CHARGE: \_\_\_\_\_ PHONE #: \_\_\_\_\_

SCOUTS: \_\_\_\_\_

Product	Beginning Inventory	Ending Inventory	Sold	Cost	Total
♥ Chocolate Lover's Collection \$55 each	2	1	1	55	55
♣ Sweet and Savory Collection \$45 each	2	1	1	45	45
♣ Cheese Lover's \$35 each	2	<del>2</del> 0	2	35	0
⌘ Chocolatey Caramel Crunch \$25 each	12	11	1	25	25
⊗ White Chocolate Pretzels \$25 each	12	9	3	25	75
♣ Caramel Corn with Almonds & Pecans \$20 each	12	11	1	20	20
* Dark and White Chocolate Drizzle \$20 each	12	10	2	20	40
▢ 18 pack Microwave Unbelievable Butter \$20 each	12	11	1	20	20
◆ 18 pack Microwave Butter Light \$20 each	12	9	3	20	60
★ Bacon Ranch \$15 each	6	2	4	15	60
◻ White Cheddar Cheese \$15 each	6	1	5	15	75
● 11 oz. Original Caramel Corn \$10 each	12	10	2	10	20
▲ 2 lb. Popping Corn \$10 each	12	10	2	10	20

Cash Accounting

Beginning Funds:	\$ 50
+ Cash/Checks From Products Sold:	\$ 380
+ Cash/Checks From Military Donations:	\$ 0
- Beginning Funds	\$ 50
= Ending Funds:	\$ 330

<del>35 CC</del> <del>380 cash</del>	Total amount:	575
Initial Confirmations		
Beginning Inventory		
Ending Inventory		

Verified: \_\_\_\_\_