

Popcorn Selling Tips

1. Have a good attitude! Smile.
 - a. The Scouts will mirror adult leaders
2. Make a plan - Set a goal and work out a plan for how you are going to meet your goal
3. Don't focus only on the price of popcorn
4. Focus instead on teaching your scouts to speak clearly and with confidence. Selling popcorn is an educational opportunity for the Scouts. Let your Scouts do the work
5. Believe that your community really wants to support the kids in their community
6. Do store front sales, they are the most fun for Scouts
7. Pick storefronts that make sense for your community. You might have a popular Farmers Market or fall festival
8. Smile!
9. Teach your Scouts to **SELL TO EVERYONE!** Don't pre-judge.
10. Don't focus too much on the rewards. If you plan to make popcorn sales fun, your scouts won't need them to be motivated
11. Set daily goals for your youth
 - a. If you ask 100 people a day then go get a treat afterward
 - i. More achievable than measuring by bags of popcorn, and encourages celebration even when rejected. Did they buy a bag? No. Did you use your strong voice and ask politely? You did! Great job!
 - b. Display a Goal Sheet for customers to see
12. Ask everyone if they would like to support you in Scouting or buy popcorn
13. Bling your booth- add pictures of what your unit does
 - a. create colorful signs with "Support Scouts"
14. If they say no to buying, ask if they'd like to donate instead
15. Be happy and have fun!