

Pack 337 Popcorn Show & Sell Procedures

PRIOR TO ARRIVAL

- 1) Arrive 10 minutes early to your shift
- 2) Maximum 2 Scouts per shift. **Must be in uniform**. If you must bring siblings, please keep them off to the side
- 3) Bring Drinks for you and your Scouts
- 4) Review the “Selling Procedures” carefully with your son.

BOY SELLING PROCEDURES

- 1) WHAT TO SAY - *“Hello, would you like to buy popcorn to support Cub Scouts?”*
If they say “No”, ask: *“Would you be interested in making a donation?”*.
- 2) KNOW YOUR PRODUCT - Be sure your boys know the products and prices.
- 3) WHY ARE YOU DOING THIS? - When asked what they’re raising money for say: “For Awards, Pack Activities, and Supplies”.
- 4) TRICKS TO SELLING
 - Be LOUD AND PROUD – You’ll sell a lot more!
 - If you’re with another scout. **One holds the bucket, the other sells**, then switch.
- 5) BOY RULES!
 - Must be in Uniform
 - Must be Polite – **Say Thank you even if they don’t buy**, or are mean.
 - No Horseplay – at all
 - **No Sitting Down**
 - **No Hounding Customers – let them approach you**, don’t block doorways.

SHIFT CHANGES

Perform the following procedures together with the parent from the previous shift.

1) DONATION MONEY

- a. Take ALL bills out of the donation container (leaving coins).
- b. Count and Record Donation amount on tracking sheet – both sign
- c. Drop the donations into the lock-box.

2) POPCORN MONEY

- a. Take ALL BUT \$50 out of the fanny pack (leave \$50 for making change)
- b. Count and Record what you took out on tracking sheet – both sign
- c. Drop the popcorn money you took out into the lock-box (**leave \$50 in small bills in pouch**)