

# STEPS FOR A SUCCESSFUL SHOW & SELL!

- UNITS ORDER A PREDETERMINED AMOUNT OF PRODUCT
- SCOUTS SET UP A BOOTH TO SELL THE POPCORN

**IDEAS OF POSSIBLE BOOTH LOCATIONS – Make sure there is a lot of foot traffic!**

Grocery Store  
Drug Store  
Video Store

Home Improvement Store  
Community Events  
Sporting Goods

Churches  
Malls  
Banks

## EARN 40% COMMISSION

### BEFORE THE SALE

- Contact the store to gain permission and set-up times and dates.
- Set up a schedule for boys with specific times of participation, i.e. 3 shifts with 4-6 boys per 2 hour shift.
- Gather pictures of events you have participated in or are planning to attend. People are more apt to purchase if they know what the funds are being used for.
- Make banners for advertisement and point of sale excitement (great den activity)!
- Have the boys practice what they are going to say to possible customers.
- Make sure Scouts wear their uniforms.
- Have tables, chairs, activities displays and tapes available.

**WHAT TO SAY: FOCUS ON SCOUTING: Would you like to support Scouting by purchasing popcorn today?**

- Please help me get a 0° Sleeping bag by purchasing popcorn today.
  - Would you like to help us go to camp by purchasing popcorn today?
- Always mention Scouting; be specific as to what the money will be used for.

**NO PHONE ORDERS WILL BE ACCEPTED – ALL ORDERS MUST BE FAXED OR EMAILED!**



**AUGUST 24 – ORDERS DUE: FAX 213/413-5293 – email:**

**[Rita.burgueno@boyscoutsla.org](mailto:Rita.burgueno@boyscoutsla.org) - PHONE 213/413-4400 EXT. 272**

**SEPTEMBER 8 – PICKUP AT DAYLIGHT TRANSPORT - 20801 S. SANTA FE AVENUE CARSON, CALIFORNIA 90810**

**ALL CASH AND EXTRA PRODUCT MUST BE RETURNED TO CABRILLO, 3000 SHOSHONEAN ROAD, SAN PEDRO BY OCTOBER 15. ALWAYS EMPHASIZE SAFETY! REVIEW SAFETY INFORMATION BEFORE GOING OUT TO SELL!**