Sales Tips for Stores

- Scouts shall follow the Scout Oath, Law and Guide to Safe Scouting at all times.
- Scouts should always wear their Class A Uniform. Parents should wear an adult uniform or a unit shirt.
- Storefront tables should have banners that clearly identifies scout.
- Address people properly: Sir or Ma’am
- Stores have granted us permission to sell POPCORN as a fundraiser. **No other item will be sold!**
- Sell the support for Scouting, not the popcorn.
- Example: Would you like to support SCOUTING by buying popcorn?
- Scouts shall be friendly and courteous, even when a customer ignores them!
- Know what you would recommend or what you like.
- Example: My favorite is …
- Know what your Pack/Troop does with the money earned from sales.
- Example: Summer Camp, Books, Awards, Dues…
- Always say THANK YOU, even if they do not buy.
- Look them in the eyes when you are talking, it’s respectful. Most of the time, the person will be older than you and it sets the tone for the conversation with an elderly person. When you look at them, it is easier for them to understand you!
- Let them know the method of payment they can use. Cash, Check, or Visa; a sign works best.
- Know what a donation is going for: American Heroes Donation. Council supports the local USO, police, and fire departments with these donations
- Know what percent goes to local Scouting. Up to 73%, units get about 35%
- Never be overly aggressive, or call out to badger, or follow store customers
- There should not be more than 4 volunteers at any location at a time. 2 scouts and 2 adults work best.
- Leave brothers or sisters at home during the time of the scout’s sale as money is being exchanged and there should not be any distractions.
- Samples of products shall not be given out as it is a health code violation.
• Leave No Trace, all empty boxes and trash will be removed from the sale location.
• Be respectful to all store employees as this is their store and we are their guests
• Be sure to have start-up money, small bills to be able to make change, $5 & $10.
• Have extra pens, paper, and sales sheets on hand, you never know when you will need it
• Remember faces, if someone tells you they will buy on the way out. 😊
• Leave electronic devices at home or in the parent hand, scout and adult attention should be on the sales not the phones.
• All money donations go toward Military Sales. The scouts(s) will still get credit for the sale.

SAFETY

• Never block anyone from entering the store.
• If someone is being rude get the security guard or a store employee.
• Keep all money hidden from plain view.
• Follow all Youth Protection guidelines at all times.