Selling Tips: Door-2-Door

- Be in full uniform- For Door-to-Door or Store Sales. You are representing Scouting and a Scout is Clean.
- Be respectful- A Scout is Courteous & Kind
- Ask people if they would like to Support Scouting, instead of: would you like to buy popcorn?
  - People are more likely to support the program, the popcorn is a bonus
- Make eye contact with your customer.
- Say thank you, whether they buy or not- It shows good manners.
- Know your product: Be Prepared, look over the sales sheet before you start to sell.
- Know the prices: People will ask you how much the product costs.
- Know your favorite: Try the popcorn or let people know want you would buy. A man asked me, what was my favorite, then he paid for one for me.
- Know what percent goes to local scouting-people are concerned about how much money goes back to support the scouting programs. Up to 73%, units get up to 35%.
- Know what your unit spends the money on (awards, books, neckerchiefs, slides, summer camp) Each unit is different so find out from yours as you will be asked!
- Set a season goal. One that is realistic. To make enough money to pay for a trip or a Summer Camp.
- Set a daily goal- something that is achievable, either a dollar amount or a time limit.
- Give options how to pay (cash, check or credit card) Sometimes the people will say “I do not have cash” then tell them we can take a check.
- If someone is using a check, know who it needs to be made out to.
- Sometimes people do not carry cash or checks. Let them know you can take credit card.
- Carry change on you in small bills in a pouch or zip-lock bag.
- If possible, have the product with you when going door-to-door- People will buy if you can deliver.
- Listen for the doorbell when ringing instead of ringing it twice. A Scout is Courteous.
- If a kid or teenager answers the door, ask for parents. Do not carry a message through a teen, ask for parent.
- Always get names of your customers.
- If busy, ask if you can come back. If they say yes more than likely they will buy.
- Keep records of houses you went to the year prior and go back to the houses who bought.
- Do not cut through people’s yards- Be respectful of other people’s property, some people don’t like footprints on their lawn.
- If people want popcorn that comes in gift packages recommend Cheese Lover’s or the Chocolate Lover’s tin- it will increase your overall sale and save them money.
• Some people have a doorbell that can see and hear you, so be on your best behavior even if someone does not answer the door.
• If there is a For Sale sign in the yard, they may have just moved in or the house has not sold yet. Let them know when you will be able to deliver as they might be moving.
• If someone do not like popcorn, tell them they can always donate and the Scouts give popcorn to the local USO, police, and fire stations.
• Offer a receipt for tax donations- Be prepared and carry some with you.
• Parental support is something a Scout needs to be successful
• Let your scout handle the sale- It will build confidence and people skills! Sometimes let the scout handle the money- a Scout is trustworthy and it teaches them how to count money.

SAFETY

• Follow Youth Protection Guidelines at all times.
• Never go into anyone house unless you are with a parent and the parent goes with you.
• Watch for dogs, they can be very protective!
• Do not go into someone’s back yard.
• If there is a party going on, skip the home unless you know the people or are with a parent.