

Sample Popcorn Sales Script

Smile and always be polite. Have at least 2 order forms and pens ready.

Hello, my name is _____.

Have you bought your Cub Scout/Boy Scout popcorn yet? *Wait for them to answer.*

If they have not bought, say:

May I show you the choices? *Show them the flier.*

If you like microwave, we have Butter, Butter Light, and Kettle Corn.

If you like your popcorn ready in tins, we have many different flavors like Caramel, Cheese, Jalapeno, and Mud Puddles, that's caramel dipped in fudge.

If you want more than one of these, you might want to try the gift pack with four tins or the Chocolate Lover's that has four different flavors.

Wait for them to answer. Say thank you when they buy. If you do not have the popcorn with you, tell them when it will be delivered.

If they have already bought, don't walk away! Half will buy a second time!

If they have already bought, say:

Can I still say my sales pitch for you? I have been practicing.

If they say that it is too expensive, tell them that popcorn pays for Camp and other programs. Tell them about the things that you do in Scouts.

If they are not home, leave the "Sorry I Missed You" note.

Always say thank you, even if they do not buy anything.