

# Chairman Kick-Off Tip Sheet

Some ideas from past sales to help you have  
a Successful Popcorn Sale!

- 1) Pop popcorn
- 2) Have samples of prizes that your pack/troop is awarding for popcorn sale.
- 3) Ahead of time – assemble a sales packet for each Scout.  
Include
  - copy of last year's Take Order form
  - your unit prize program details (this will be what the boys will look for!)
  - information about *bonus* prizes from NE Georgia Council and Trail's End
  - at least one Take Order form for this year's sale
  - Family Fact Sheet (who – what – when etc)
  - copy of Scout Tips
  - copy of your Customer Information Sheet
- 4) Give sales packet to Parents
- 5) Tell parents to write Scout's name and phone # on Take Order form Now. (this is great in case form is lost)
- 6) Tips for Parents
  - Staple a picture of Scout in uniform to Take Order form (this is great if you take to form to work)
  - Check out the council website at [www.nega-bsa.org](http://www.nega-bsa.org) for additional sales tips and information on bonus prizes