

Unit Fact Sheet

Follow these *5 Simple steps*
for a Successful Popcorn Sale!

- 1) Establish an annual Plan and Budget with input from your Scouts and Parents.
- 2) Set a Unit Popcorn Sale Goal, and break that goal down to a Per Scout Goal based on the plan and budget.
- 3) Conduct a Unit Popcorn Kickoff to communicate the Program and Per Scout Popcorn Sale Goal to the Scout Families
- 4) Sell in the neighborhoods using Take Order form

Practice role-playing with the boys on the proper selling techniques, and the script to be used at the door.

- 5) Have prizes/incentives on hand for the Scouts to earn.

Try the following ideas:

- Give a gift certificate to the 1st week top seller
- All Scouts who reach their sales goal get to throw pies in the leaders' faces
- A pizza party for the top selling Den/Patrol
- Have a prize drawing for all the boys who fill up a take order form
- Monitor the sale each week and give awards as you go
- Offer a mystery house and clues throughout the sale in a new neighborhood yet to be covered
- Give away a Super Prize to the top seller
- Put money in a "Scout Account" for scouting expenses