

# Family Fact Sheet

(Localize for your unit – or make up your own)

## Help Us Have a Successful Popcorn Sale!

- 1) Our Pack/Troop will use the funds earned from the popcorn sale to:

1 \_\_\_\_\_  
2 \_\_\_\_\_  
3 \_\_\_\_\_

- 2) My Popcorn Sales Goal is \$ \_\_\_\_\_  
(Have your son write his goal on the Take Order Form.)

- 3) Have your son look at the Unit Prize Program and decide what prize level he wants to shoot for. Pick a Prize level that exceeds his Scout Popcorn Sales Goal listed in #2

I want to work for prize XXXXX

*\*Don't forget to ask your leader about the "Fill It Up" prizes, Council Bonus Prizes and the Trail's End National Prize Program and Scholarship Program*

- 4) Sell in the neighborhoods using the Take Order form

Before going out to sell, practice role-playing with your son on the sales script he will use at the door. For example:

*"Hi, my name is John Smith and I'm selling popcorn to help me earn the money to go to Scout camp this year, how much would you like to order?"*

- 5) List the Key Dates for this year's Popcorn Sale:

### IMPORTANT DATES AND INFORMATION

- a. Sale Begins \_\_\_\_\_  
b. Last Day of Sale \_\_\_\_\_  
c. Order Forms Due \_\_\_\_\_ (How and to whom?)  
d. Popcorn Pickup \_\_\_\_\_ (Where and day and time?)  
e. Delivery Deadline \_\_\_\_\_ (Date)  
f. Money Collection \_\_\_\_\_ (When and to whom?)

- 6) Make all checks payable to Scout Troop/Pack XXXXXXXX

Popcorn Chairman's Name \_\_\_\_\_  
Phone Number (\_\_\_\_\_) \_\_\_\_\_  
Email \_\_\_\_\_

Unit Leader's Name \_\_\_\_\_  
Phone Number (\_\_\_\_\_) \_\_\_\_\_  
Email \_\_\_\_\_

It is the families' responsibility to follow up on delivery and collection for the popcorn you sell.