



# Product Sale: Family Fact Sheet

**UNIT:** \_\_\_\_\_

## IMPORTANT DATES

Our Unit Popcorn & Nuts Kick-off is:

Date: \_\_\_\_\_ Time: \_\_\_\_\_ Location: \_\_\_\_\_

Our unit sale BEGINS on: \_\_\_\_\_ and ENDS on \_\_\_\_\_

DUE DATE to return order forms is: \_\_\_\_\_

DUE DATE to return money is: \_\_\_\_\_

Product pickup date: \_\_\_\_\_ Location: \_\_\_\_\_

## GOALS

The following fundraising goals will allow your Scout to enjoy a year with exciting Scouting programs.

Our unit's Popcorn & Nut goal is: \$ \_\_\_\_\_

Each family's individual Scout goal is: \$ \_\_\_\_\_

We plan to use part of the popcorn and nut sale proceeds for the following:

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

## KEY CONTACTS

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

## ADDITIONAL INFORMATION

---



---



---



## SCOUT TIPS for SUCCESS

### TIPS ON SELLING POPCORN & NUTS:

- *Wear your uniform.*
- *Walk on sidewalks and driveways, not lawns or flowers.*
- **Stay outside the house**, even if you are invited in. It is a Scout rule.
- *Bring your order form and 2 pens.*
- *Smile!*
- *Tell your name and Scout unit.*
- *Be courteous and polite.*
- *Tell what the money will be used for – camp, trip, new tents, etc.*
- *Know what kinds of popcorn & nuts you are selling (know your product!).*
- *Know when you will deliver the popcorn.*
- *Say "Thank You", even if the person does not buy anything.*
- *Be aware that usually 3 out of 5 people make a purchase. The more people you ask, the more customers you will have.*
- *If a customer says, "No. We don't eat popcorn," suggest a nut product. If they say "No" again, suggest a donation to send product to our troops overseas.*

### TIPS ON STAYING SAFE:

- *Have an adult come with you.*
- **Stay outside the house**, even if you are invited in. It is a Scout rule.
- *Avoid selling after dark unless there is an adult with you.*
- *Sell in pairs.*
- *Walk on sidewalks, not streets.*

### TIPS ON DELIVERING POPCORN & NUTS:

- *Tape a "Thank You" card (with link to online sale site) to each order.*
- *Wear your uniform.*
- *Have your order form and money envelope with you.*
- *Collect the customer's money and then give popcorn to your customers. If the customer has no money, say you will come back another day to deliver the popcorn.*
- *Know that a check should be made payable to your unit.*
- **Stay outside the house**, even if you are invited in. It is a Scout rule.
- *Put money and checks in your money envelope.*
- *Say Thank You."*
- *Avoid carrying large amounts of cash.*
- *Save your order forms, so you can go to the same customers next year.*

# You are selling Scouting!