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!