

# Show 'n Sell policy findings 2021

The following sites have been researched and/or contacted by Seneca Waterways Council staff in support of our unit's fall sales efforts. This list is by no means comprehensive, and units likely have myriad of creative and successful location options. Remember to be courteous and kind in all interactions with local stores, and be sure to thank them for their role in supporting local Scouting.

**Red Light** - These are stores that have rules in place preventing product sales outside of their stores. They should not be contacted for show 'n sell unless under special circumstances (Ex: established relationship with store manager that has allowed prior sales)

Aldi - Wegmans - Target - Home Depot - Dollar General - CVS - Speedway - Mobil - 7/11 - Hobby Lobby - Tops\*

**Yellow Light** - These are stores that do not have clearly defined rules preventing or allowing product sales, the decision to allow Scouts to sell popcorn or nuts is up to the local manager. Units can contact these stores directly to ask to set up show 'n sell. Be advised that a common strategy to deny Scouts is to point to corporate guidelines preventing sales, even if none are in place.

Walmart - Dick's Sporting Goods - ACE Hardware - Michaels - Kwikfill - Rite Aid - Breen's - Dunkin Donuts - BJs - Walgreens

**Green light** - These are stores/locations that have an established relationship with Scouting and are confirmed to allow show 'n sell sales when possible. Troops can reach out directly to these stores to find convenient times for both the Scouts and the store manager.

Mark's Pizzeria (see map for locations) - Lowe's - Runnings  
- Tractor Supply Co

Link to Show 'n Sell locations map: <http://www.senecawaterways.org/ssmap>

*\*Tops does have guidelines that say outside solicitors are not allowed except for Salvation Army, but local managers have been known to occasionally ignore this rule.*

## Guidelines for contacting Yellow and Green light locations:

1. Be Kind! Keep in mind that none of these stores are obligated to allow Scouts to sell outside. It is a privilege and should be treated as such. One frustrated phone call with a location can mean many Scouts lose out on the opportunity to sell there! You may contact a yellow light store and be told no. It is unfortunate, but we must accept it with grace and move on. There are plenty of locations in Council that WILL work for show 'n sell, so one location saying no is not the end of the world.
2. Be informed. As noted above, it is somewhat common for stores to deflect to corporate policy and say that their hands are tied even if this is not true – particularly common with Walmart. The general manager may be misinformed, or they know there is no corporate policy, but they want to pass off the “blame”. Either way, they may change their tune if you are able to convey that the corporate policy DOES NOT, in fact, prevent Scouts from selling popcorn outside their store.

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