

Pack 359



2014 Popcorn Information

Pack Goal – \$27,000

Goal Breakdown:

50 Active Scouts x \$540 = Pack Goal

We're here to help each Scout succeed:

Participate in Store Front Sales, Neighborhood Blitz, Online Sales.

Pack Awards – in addition to Council Award Program

- Weekly prizes
- Sell equivalent of the Starter Pack (\$360) and you have earned your way through Cub Scouts this year and admission to one Pack event.
- Sell your share of Pack Goal (\$540) and you've also earned admission to a second Pack event.
- Each Scout will earn 10% of their sales in a Pack Voucher that can be used for Scouting expenses (camp, uniform, etc).

Pack Timeline:

9/20 – 8:00 – 9:00 AM – 1506 Victoria Drive – Popcorn Kickoff - Starter Pack Pickup

9/25 – Additional popcorn pick up and turn in collected money – First Baptist Church 6:30

10/2 – Additional popcorn pick up and turn in collected money – First Baptist Church 6:30

10/9 – Additional popcorn pick up and turn in collected money – First Baptist Church 6:30

10/16 – Additional popcorn pick up and turn in collected money – First Baptist Church 6:30

10/23 – Return unsold product, submit copies of order forms and prize choices

11/22 – Pick up final order – 1506 Victoria Drive

12/4 – FINAL payment due – First Baptist Church 6:30

Additional Popcorn

- In order to help get the popcorn to you in a timely manner, please email or text Shane or Sandra by noon each Thursday.
- Additional popcorn will not be brought to the church without contacting Shane or Sandra prior.
- We will make every effort to get additional popcorn from the Council if it's available.
- We can only get additional popcorn from the Council on Tuesdays, so there could be a delay if you request items not in Pack stock.

Contact Information:

Shane Shepherd ShaneRShepherd@comcast.net (317) 507-9757

Sandra Shepherd sandra.shepherd@comcast.net (765) 336-1070

Safety Rules

Always keep these safety tips in mind while selling. Nothing is more important than a boy's personal safety.

- 1) Always sell with another Scout or an adult, never by yourself.
- 2) Never sell after dark, unless you are with an adult.
- 3) Never enter anyone's home, even if invited.
- 4) Don't carry large amounts of cash on you. Frequently give your money to your parent or guardian.
- 5) Always walk on the sidewalk or driveway.

Tips for Success

Here are tips to follow to be successful

- 1) Always wear your full uniform.
- 2) Always smile and introduce yourself, first name only.
- 3) Always tell the customer why you are selling popcorn.
- 4) Always know what products you are selling.
- 5) Always say thank you.
- 6) Set a Sales Goal, and review it often.

Closing the Sale

Scout presentation – 5 principles to success!

1. Tell them who you are – **first name only**
2. Tell them where you are from - [PACK 359 In Lebanon](#)
3. Tell them what you are doing
4. Tell them what they can do for you
5. Close the sale

Psychological effects

1. Tell them a first name only makes the customer feel as they are buying from someone they know.
2. Telling them where you are from helps build an attachment to the community.
3. Telling them what you are doing shows you are taking responsibility for helping to support your Unit.
4. Telling them what they can do for you informs them on how they can be of service to you and your Unit. Thereby helping the community.
5. By using a statement to close the sale, you avoid asking them to buy popcorn. You are telling them that they want to help your Unit. It is easier for someone to say no if you ask them to buy something.

The principles in use

Have your Scouts practice, using the following script, until they don't have to think about what they are going to say.

- . Hi sir, my name is _____
- . I'm a Cub Scout with Pack _____
- . We're raising money to go camping by selling popcorn.
- . You can help us by trying some of our delicious popcorn.
- . You'll help us, won't you?

All Scouts should be in Field Uniform (Class A). All youth know the presentation. All youth are courteous at all times. Everyone spoken to is shown appreciation for taking the time to listen. Always say, "Thank you," whether the person buys something or not.