

SAMPLE (CHANGE TO SUIT YOUR UNIT'S NEEDS!)

SHOW-N-SELL TALLY SHEET

Den # or Patrol Selling:		
Date of Sale:		
Time Span of Sale:	Begin Time:	End Time:
Location of Sale:		
Adults Present:	1 Key Leader:	
	2	
	3	
	4	
	5	
Scouts Present: <small>Print neatly. Include den number if not all in same den.</small>	1	6
	2	7
	3	8
	4	9
	5	10

Guidelines

- Record each Scout's name and note if each Scout's time if he works different amount. Coordinator will prorate each Scout's share of the sale.
- If you like, bring a table, make advertising signs stating why you are there, etc.
- Keep area neat and clean.
- Don't block entrance or exit.
- What's your hook? Scout cheer? Song? Being silly? Costume?
- Coach Scouts on being polite. (Yes sir/ma'am, etc.)
- Smiling, friendly faces sell more popcorn.
- Ensure Scouts say "Thank You" even for "no sales."
- Adult maintains positive control of money; allow boys to make change from a small quantity of cash.
- You are selling Scouting, not popcorn. "Will you help me go to camp by buying some delicious popcorn?" instead of "Please by my popcorn."
- When over, clean area, dispose of all trash. A Scout is Clean!

Sample Presentation

Scouts should be **proactive** and **practice**, asking each person that **leaves** the store. Standing silently behind a table smiling **doesn't sell**.

Tell them who you are:

"Hi sir / ma'am, my name is _____ ...
(first name only)

Continue with the group you are representing:

"... and I'm with pack / troop _____."

Ask them to support your Scouting efforts ...

"Will you help our Pack go to camp this year by buying some delicious popcorn?"

If they say "yes" or "what do you have?", direct them over to the table and point out a mid-range price that's your favorite to get them started.

"This is my favorite flavor."

Starting Cash: \$ _____.

TREASURER OR KERNEL USE

ADD/REMOVE FLAVORS YOUR UNIT IS SELLING!	Starting Qty	✓	Ending Qty	✓	Total Sold (Subtract)	Multiply by	Profit
3 Way Cheesy Cheese Tin (1 Per Case)						x \$35	
Mauve Variety Tin (1 Per Case)						x \$30	
Supreme Caramel Tin (8 per Case)						x \$25	
22 pk Movie Theater Butter (Microwave) (6 Per Case)						x \$25	
Trail Mix (8 Per Case)						x \$20	
14 pk Roasted Summer Corn (Microwave) (6 Per Case)						x \$15	
12 pk Kettle Corn (Microwave) (8 x Per Case)						X \$15	
Purple Popping Corn Jar (6 x Per Case)						x \$15	
Caramel Corn Tin (8 x Per Case)						x \$12	
6 pk Butter (Microwave) (8 Per Case)						x \$10	

Profit Sub Total (use in #4 below)

Problems or Questions? Call _____ When finished, return popcorn to original box. Do not mix different flavors in the same box!		
	1. End of Sale: <u>Total Cash Count</u>	
	2. Starting Cash (from top)	
	3. Subtract #2 from #1	
	4. Profit Sub Total (from above)	
	5. Subtract #4 from #3 (+ Difference = Donations , - Difference = Error)	

Total \$ Sold	# of Scouts	Divide \$/# = Earnings Per Scout

TREASURER OR KERNEL USE

Keep this sheet for reviewing what sold well for next year!