

# WHAT DO I SAY/SCRIPT

What do I say?

Principles to Remember...

1. Who are you?
2. Where are you from?
3. Know the discounts.
4. What are you doing?
5. What can they do for you?
6. Close the sale.

6 Quick Tips

1. Hi, SIR/MA'AM, my name is \_\_\_\_\_.  
(First name only)
2. I'm a Cub Scout/Boy  
Scout/Venturer/Explorer Scout  
with Pack/Troop/Crew/Post  
\_\_\_\_\_.
3. We're selling Camp Cards to help  
earn our way to Day  
Camp/Summer Camp.  
(Place a card in their hand)
4. You can help us by purchasing this  
\$5 card. With the discounts, the  
card MORE than pays for itself!
5. You will help us, WON'T YOU?!?!?
6. Thank EVERYONE. Even people  
who don't buy. Just saying "Thanks  
for listening" will often cause  
people to change their mind.



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