



PACK 92 2008 POPCORN SALE



Our sale will begin on: **Friday September 26, 2008** and end on: **Friday October 31, 2008**

You May participate in 2 ways:

Show 'n Sell – This is product that the Pack has ordered ahead of time so that Scouts may have the product to sell door to door. Payments are taken at the time of sale. Payments to Scouts may be cash or **check made out to the SCOUT'S PARENT**. Checks from customers written to the Pack will not be accepted. If a customer has done this then the parent will need to cover the check.

Take Order – Scout takes orders from customers and turns the orders into the pack by November 2nd. Payment is not due at the time the order is taken but may be accepted and is preferred. Scout will receive the product Nov. 21st for delivery and money collection. Scouts need to turn in all payments for the Take Orders to the Pack by December 3rd (**one** check from Parent).

Money collection is cash or check made out to the scout's parent.

All Sales and unopened popcorn need to be turned in by 11/2.

The following popcorn goal will allow your son to enjoy a Scouting year with exciting programs & awards:

Our Packs Popcorn goal is: \$17,000.00

An average per scout goal is: \$224.00

The Pack plans to use the money raised for the following:

1. Awards, Patches, Belt loops & Pins, Neckerchiefs & Slides
2. Blue & Gold Banquet
3. Pack Halloween Party, Christmas Party, Crossover/Graduation, etc.

Key Contacts

Tina Hart – Popcorn Committee
Phone: 352-1152
E-Mail: tinamhart@hotmail.com

Debbie & Brian Olmsted – Popcorn Committee
Phone: 349-0469
E-Mail: mrsdebo@aol.com

Special Instructions

Initial Popcorn Pick Up –

- *Each family will get their popcorn from their Den's contact or Leader
- *Each scout / parent should look over the selling and prize sheet and decide upon a sales goal. Decide if you'd like to have the product to sell while you go door to door or just take the orders. If you'd like to participate in the "Show n Sell" please let your den's popcorn person know. They can provide you w/ the popcorn you'd like or you may ask for specific kinds but please give them ample notice.

Weekly Sales -

- *Please bring in your sales sheet to your weekly den meetings. Each den will update a goal chart. If your den has an average sale of \$250/scout the Pack will provide pizza for one of your den meetings.
- *If you fill a sheet please provide a copy at your den meeting to your den's popcorn contact. These will be faxed to the Council for entry into a prize drawing every Friday in October.

Scout Selling Tips

1. *Never Sell alone or enter anyone's home*
2. Always wear your Scout Uniform
3. Always walk on the sidewalk and/or driveway, not through the yard
4. Always act like a Scout and be polite and courteous, say "Thank You"
5. Not every house will buy popcorn – don't get discouraged – 3 out of 5 houses usually do
6. Plan on how many sales you will need to reach your sales goal
7. Practice the five principles for success presentation:
 - a. Who you are – first name only – "Hi Sir, my name is Bob"
 - b. Where you are from – "I'm a Cub Scout with Pack 92 here in town"
 - c. What you are doing – "We're working very hard to try and help raise money for our scouting activities for this year" or "I'm trying to earn money for summer camp"
 - d. What they can do to help you – " You can help us by buying some of our delicious Popcorn!"
 - e. Closing – "70% of all sales stay local (in Rochester). Will you help us?"

