

Show & Sell - Tips

- Schedule your show & sell sites early
- Try non standard sites
 - Gas Stations
 - Sporting Goods Stores
 - Truck Stops
- Thank the store manager
- Arrive on time
- Leave area clean when you are finished
- DO NOT ASK FOR DONATIONS
 - If people give donations - add them up and purchase military donations
- Give a small prize or award (piece of candy) for every 10 'NO's' a scout gets
- Take credit cards using charging systems of your choice (people don't carry cash/checkbooks much any more)
- Provide samples to customers
- Engage with the customers
- Make eye contact
- Be sure to stand in front of your products
- Remember - you are selling scouting, not popcorn

