You are on your way to becoming a Popcorn Superhero!

**Pro Tips:** Always wear your Class A uniform and practice this script.

1. When possible hold a large tin or box of popcorn in your hands.
2. Keep your order form folded in your back pocket.
3. Look the customer in the eye and say: "Hi Sir/Ma'am, I'm (first name) from (unit type and #) and I am earning my way through Scouting while supporting our program.
4. Say "I'm doing this by selling popcorn." Hand the customer the tin.
5. While the customer holds the product take out your order form or box and say "and this is my favorite!
6. Be sure to have a pen for them to fill out the form and say "you will support me in my adventures won't you?"
7. Let them know when to expect their popcorn if you do not sell an item you have on hand and have to deliver it to them later.
8. Smile and say "Thank you (even if they don't buy)!

How to Become a Popcorn Superhero!