

How to Become a Popcorn Superhero



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 Scouts while supporting our program"
4. Say "I'm doing this by selling popcorn" Hand the customer the tin or box and say "and this is MY favorite!"
5. While the customer holds the product take out your order form and say "You will support me in my adventures won't you?"
6. Be sure to have a pen for them to fill out the form

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)!

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

You are on your way to becoming a Popcorn Superhero!