

## 2007 POPCORN DATES TO REMEMBER

September 4, 2007	Show N Deliver Order Forms provided to Scouts
September 11, 2007	Scouts Show N Deliver Orders due back to Sharon Cone (email: <a href="mailto:sscone2@aol.com">sscone2@aol.com</a> or 373-9201 cell)
September 28, 2007	Popcorn Pick Up at Logisco (5:00 pm)
<b>September 29, 2007</b>	<b>START SELLING!!!!</b>
November 6, 2007	Take Order forms due back to Sharon Cone Show N Deliver inventory due back to Sharon Cone
November 11, 2007	Return excess inventory to Belzer
December 1, 2007	Take Order Popcorn Pick up
<b>December 11, 2007</b>	<b>All Popcorn money due to Troop</b>

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### SELLING TIPS

**Set a goal and write it down!** Pick something specific you want to pay for with your Scout account money, and figure out how much popcorn you need to sell to achieve your goal. Whether it's the Boundary Waters trip, going to summer camp, paying for all the monthly campouts, or even just putting as much as possible in your Scout account, you are more likely to get there if you have a specific goal in mind.

**Practice your "pitch" before going out to sell.** Tell your customers why you're selling popcorn. If you want to pay for summer camp, tell them so. People are more likely to support Scouting if they know what the money is going to be used for.

**Wear your uniform and a smile!** You all know this and you've heard it a million times, but it's true: you'll sell more if you look and act like a Boy Scout. Smile, be pleasant and polite, and thank folks for their time, even if the answer is "no". Remember, a Scout is cheerful and courteous.

