

SHOW-N-SELL TALLY SHEET

Pack/Troop # or Patrol Selling:			
Date of Sale:			
Time Span of Sale:		Begin Time:	End Time:
Location of Sale:			
Adults Present:	1 Key Leader:		
	2		
	3		
	4		
	5		
Scouts Present: <small>Print neatly. Include den number if not all in same den.</small>	1		6
	2		7
	3		8
	4		9
	5		10

Guidelines

- Record each Scout's name and note if each Scout's time if he works different amount. Coordinator will prorate each Scout's share of the sale.
- If you like, bring a table, make advertising signs stating why you are there, etc.
- Keep area neat and clean.
- Don't block entrance or exit.
- What's your hook? Scout cheer? Song? Being silly? Costume?
- Coach Scouts on being polite. (Yes sir/ma'am, etc.)
- Smiling, friendly faces sell more popcorn.
- Ensure Scouts say "Thank You" even for "no sales."
- Adult maintains positive control of money; allow boys to make change from a small quantity of cash.
- You are selling Scouting, not popcorn. "Will you help me go to camp by buying some delicious popcorn?" instead of "Please by my popcorn."
- If a Scout (without a parent) is non-productive, misbehaving or distracting, warn them once; if actions continue have them call their parents to get picked up - you don't need to deal with it!
- When over, clean area, dispose of all trash. Thank business. A Scout is Clean!

Sample Presentation

Scouts should be proactive and practice asking each person that leaves the store. Standing silently behind a table smiling doesn't sell.

Tell them who you are:

"Hi sir / ma'am, my name is _____
(first name only)

Continue with the group you are representing:

"... and I'm with pack / troop _____."

Ask them to support your Scouting efforts:

"Will you help our Pack go to camp this year by buying some delicious popcorn?"

If they say "yes" or "what do you have?", direct them over to the table and point out a mid-range price that's your favorite to get them started.

"This is my favorite flavor."

WARNING: Triple Check EVERYTHING on day of check-out and check-in! Never assume!

Starting Petty Cash: \$ _____ . _____

FLAVORS AVAILABLE <i>(adjust as needed)</i>	Starting Qty	✓	Ending Qty	✓	Total Sold (Subtract)	Multiply by	Profit
Bears Tin <i>(1 Per Case)</i>						x \$55	
Cheese Lover's <i>(1 Per Case)</i>						x \$30	
Salted Caramel Corn <i>12 per case</i>						x \$25	
18 Pack Kettle Corn <i>(Microwave) (6 x Per Case)</i>						x \$25	
18 Pack Unb. Butter <i>(Microwave) (6 x Per Case)</i>						x \$20	
Caramel with Nuts <i>(12 x Per Case)</i>						x \$25	
White Cheddar <i>(12 x Per Case)</i>						x \$15	
Caramel Corn <i>(12 x Per Case)</i>						x \$10	
Popping Corn <i>(12 x Per Case)</i>						X \$10	

Profit Sub Total (use in #4 below)

Problems or Questions?
Call _____

When finished, return popcorn to **original** box.
Do not mix different flavors in the same box!

1. End of Sale: Total Cash Count
2. Starting Cash (from top)
3. Subtract #2 from #1
4. Profit Sub Total (from above)
5. Subtract #4 from #3
(+ Difference = Donations) (- Difference = Error)

TREASURER OR KERNEL USE

Total \$ Sold	# of Scouts	Divide \$/# = Earnings Per Scout

Keep this sheet for reviewing what sold well for next year!