 Family Fact Sheet

**Important Dates**

**We will have a Unit Popcorn Kickoff**

**Date: \_\_\_\_\_\_\_\_ Time: \_\_\_\_\_\_\_\_ Location: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Our sale will begin on: \_\_\_\_\_\_\_\_\_\_\_\_ and end on \_\_\_\_\_\_\_\_\_\_\_\_**

**Money turn-in date is: \_\_\_\_\_\_\_\_\_\_\_\_**

**Popcorn pickup date: \_\_\_\_\_\_\_\_\_\_ Location: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Goals**

**The following popcorn goal will allow your Scout to enjoy a Scouting year with exciting Scouting programs**

**Our unit’s Popcorn goal is: $\_\_\_\_\_\_\_\_\_\_\_**

**Each family’s Scout goal is: $\_\_\_\_\_\_\_\_\_\_\_**

**We plan to use part of the popcorn money raised for the following:**

1. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
2. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
3. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Key Contacts**

**Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_   
 Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_E-mail: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
 Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_E-mail: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Additional Information**

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Scout Tips

### TIPS ON SELLING POPCORN:

* + Wear your uniform.
  + Walk on sidewalks and driveways, not lawns or flowers.
  + **Stay outside the house**, even if you are invited in. It is a Scout rule.
  + Bring your order form and 2 pens.
  + Smile.
  + Tell your name and Scout unit.
  + Be courteous and polite.
  + Tell what the money will be used for – camp, trip, new tents, etc.
  + Know what kinds of popcorn you are selling.
  + Know when you will deliver the popcorn.
  + Say “thank you,” even if the person does not buy anything.
  + Be aware that usually 3 out of 5 people buy popcorn. The more people you ask, the more customers you will have.
  + If a customer says, “No. We don’t eat popcorn,” suggest a donation to send popcorn to our troops overseas.
  + Collect payment when you take the order.

### TIPS ON STAYING SAFE:

* + Wear a face covering.
  + Have an adult come with you or sell in pairs.
  + Avoid selling after dark unless there is an adult with you.
  + Walk on sidewalks, not streets.

### TIPS ON DELIVERING POPCORN:

* + Create and tape a “Thank You” card to each order.
  + Wear your uniform.
  + Have your order form and money envelope with you.
  + Collect the customer’s money and then give popcorn to your customers. If the customer has no money, say you will come back another day to deliver the popcorn.
  + If they want to pay by check, it should be made payable to your pack/troop.
  + **Stay outside the house**, even if you are invited in. It is a Scout rule.
  + Put money and checks in your money envelope.
  + Say “thank you.”
  + Avoid carrying large amounts of cash.
  + Save your order form so you can go to the same people next year.

You are selling Scouting!