

Hi, My name is _____

I am trying to raise \$_____

I am earning my way to: (Camp, for gear, Eagle Project, activities for unit NASA Space Camp)

(Optional) I am also helping: (Dog shelter, school supplies for homeless kids, orphanage in China)

Can I count on your support to help me out?

I have all this delicious popcorn. My favorite is _____ but if you don't like that one then you might like _____.

(Before telling prices or handing order form)

I want you to know that 73% goes directly to scouting and 37% help in-need scouts go to camp. The other 36% helps my Pack/Troop to do activities and help support our involvement in the community. And if I reach my goal of \$2500 then I get an extra 6% into my college scholarship account.

(upsell the \$10 cc to \$20cc) This bag is a little small, so if you plan to share with others then you may want to get the Premium CC. It's twice the size and it has nuts!

DON'T TELL PRICE TILL THE VERY END. If they ask the price explain where all the money goes and the percentage.

Parents—teach the yes questions. Praise and Praise some more....high fives...don't say discouraging things. When practicing the speech and they got something wrong, ask if they forgot something or if they can do better. **EDGE—explain, demonstrate, guide, encourage.**

Go to <http://sell.trails-end.com/content/6d8eb8b59aa67b6/training-videos#selling-tips> to learn from the videos on how to sell.