

Scout: Would you like to buy some Boy Scout Popcorn?

#1 Potential Answer: "No Thanks" and keep walking

Reply: "Thank you, and Have a Nice Day" (Genuine and with Smile)

#2 Potential Answer: "I've already bought some popcorn from another scout"

Reply: (Shake hands with the person saying) "Thank you very much for supporting the Scouts. We can't do it without people like you. If you run out of popcorn and want more you can order some online and still support our unit.

#3 Potential Answer: "I don't have any money."

Reply: "That's okay, we also accept donations for our military to have popcorn"

#4 Potential Answer: "Yes"

Reply: (Take him/her over to the table OR pull out your order form and show the person what we have in your own words. Parents, guide your scout but don't take over. Only in matters of money should you dominate the conversation)



If the scout has practiced and the parent is actively coaching and working with scout, the scout will do great no matter what the circumstances are. It's all in the scout's attitude and the attitude starts with the parent.



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