



BOY SCOUTS OF AMERICA
CATALINA COUNCIL



Popcorn Update
Week of September 23, 2021

Catalina Council Scouts have got off to a great start with storefront sales. In fact, since many units have seen so much success with Storefront sales, they are asking how to get more popcorn! Does this sound like your Pack or Troop? If you have run out of popcorn, or feel like you will soon, contact Dustin.Shoemake@scouting.org to discuss a second order to Trail's End. We will be wanting to make the order soon, so don't delay!

A quick and easy way for your Scouts to sell more popcorn (and fund their adventure) is to sell online. Watch this 40 second video to hear about online sales: <https://youtu.be/pi2PzMJI0ZQ>

To help sell, your scout may want to make a video to share (because what kid doesn't want to be famous?) with friends and family. Watch this video of a Lion scout named Tashka <https://youtu.be/ubv5DrxC5WQ>

The cool thing is, Tashka practiced his sales script for the video so much, that he is able to use the same script as he goes door to door and sells.

Some of the key points in his script are:

1. His name
2. What he enjoys or is looking forward to in scouts
3. An ask for the customer to support his adventure
4. Suggesting a product that he enjoys

Pretty easy right? If you would like to help your scout(s) sell with confidence, here is a sample sales script they can practice ->

Need more order forms? Here's an updated form that allows your scout(s) to sell more with a single two-sided form ->

Good luck and have a great week of selling popcorn and raising funds for your scouting year!

Dustin Shoemake

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Assistant Scout Executive, COO