

Selling Methods

- **TAKE ORDER SALE** - Scouting families receive order forms. Scouts go door-to-door and take orders from family, friends and co-workers. The popcorn arrives in November, and Scouts then deliver and collect the money.
- **SHOW and DELIVER SALE** - Scouting units order popcorn in September and set up locations where customers purchase the products directly or Scouts go door-to-door taking orders for product and then deliver immediately from their inventory. This method eliminates the follow-up trip.
- **UNIT RETAIL STORE “BOOTH SALES”** - Scouts, as a group, sell product in front of retail stores, churches, etc. This is one of the best ways to Show and Deliver.
- **ONLINE SALES** - Scouts can go to Trails-End.com and create an account to sell product online to friends and family members who live far away. Online sales will count toward Scout sales totals and prizes during the sales period.

Selling Tips

- **Be Neat** – always wear your uniform
- **Be Prepared** – know your products and what you are going to say
- **Maintain Eye Contact** – be confident
- **Speak Loudly and Clearly**
- **Always Be Polite & Courteous**
- **Thank Everyone** – even the people who don't buy anything
- **Keep Moving** – the more people you approach and talk to, the more popcorn you will sell
- **Keep Smiling**

Safety Tips

- **Buddy System** – always have a buddy or adult with you when selling
- **House Rules** – politely decline to enter a stranger's house unless an adult is with you
- **Money Matters** – keep checks and cash in a Trail's End sale envelope with your name on it
- **Road Rules** – walk on the sidewalk whenever possible and always look both ways when crossing the street
- **Curfew** – never sell after dark