



GOOD SALESMAN SCOUT SKIT

The SCOUT is in proper uniform, well-prepared to present the product, courteous at the door.

The CUSTOMER is pleased with the SCOUT'S presentation and his knowledge. SCOUT uses the sidewalk to approach the door. Rings the bell ONE TIME

and waits for the CUSTOMER to come out. He makes final adjustments to his uniform and sales materials for a good first impression.

SCOUT: "Good morning, ma'am. My name is _____ and I am with Cub Pack _____ at _____. We're selling popcorn to help earn money to support our Cub Scout program and to pay for some of the camp fees. Would you like to look at an order form?"

CUSTOMER: "Certainly. Let's see what you have." SCOUT hands her an attractive order form in a folder or on a clipboard and helps to point out the products.

SCOUT: "Here are a few of my favorite items. I really like this Caramel Corn, the Caramel Corn with Almonds & Pecans is also really good. And, if you like that, you might look at the Sweet and Savory box. A lot of people like the Microwave Popcorn and we have it in a box for \$18.00. Some other flavors we have are Cheese Lover's, Sweet and Savory and a Chocolate Lover's. All of them make great gifts to family and friends.

Skit Continued...





BOY SCOUTS OF AMERICA®
NORTHERN NEW JERSEY COUNCIL

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CUSTOMER: “Wow! You really know your products, don’t you!”

SCOUT: “Yes, thank you. My family buys our popcorn every year and I’ve really got some favorites now. Would you like to buy some?”

CUSTOMER: “Oh. We really don’t eat too much popcorn here.”

SCOUT: “Our popcorn really is a very good product and it makes a nice Christmas gift—and the money goes to help our Scouting program. Would you consider buying some as a gift?”

CUSTOMER: “That’s a great idea. And it looks like you’ve been pretty successful selling this to my neighbors already. I guess I will. But...I don’t have a pen right here, just a minute.”

SCOUT: “Don’t worry, ma’am. I have a pen right here that you can borrow.”

SCOUT waits patiently as CUSTOMER completes the order—no pacing—glancing over only to assist if the CUSTOMER needs assistance.

CUSTOMER: “Let’s see. Do I pay now?”

SCOUT: “If you can ma’am. Our delivery date is November 15th, so I should have it here within a couple of days after that.” OR—if using the Show and Deliver method “Actually, my mom is out in the car and I believe we may have that product available for you right now.”

CUSTOMER hands the SCOUT the order form, clipboard and pen.

SCOUT: (after double checking information). “Thank you and I’ll see you after November 15th. Have a good day.”

