

Steps To A Successful Earn Your Way to Camp Sale

1) Distribute and explain sale materials to scouts and families at earliest possible time. Remind them of deadline for orders to be in.

HINT: Telling them a few days before the order deadline will give you time to chase stragglers.

2) Help your scouts and parents by encouraging personal goal amounts.

- Explain the amount of product that needs to be sold to pay a boy's way to camp (basically 3 times the amount of the camp fee).
- The special Scout Salesman 100th Anniversary Council Shoulder Patches (highly collectible) our council is offering scouts for selling \$100, \$300 & \$500 (That's for either product, or a combination of both). The \$500 patch actually has two working LED lights!! Yes, the scout patches are cumulative (\$500 in sales gets ALL THREE!)
- For the popcorn sale only, the fillapager patch is being offered once again!
- If 50% of your registered scouts sell at least \$100 each, the Spring Sale Chairman for each unit will get a set of these cool patches for doing a GREAT JOB! A great incentive to organize and motivate your boys!

3) Share with scouts and parents tips to be successful.

- Wear your Uniform! Most people decide if they will buy from you in the first five seconds! Wearing a clean, neat uniform speaks volumes, and people respect what the boy scouts are all about! Smile, and tell your customer that you are earning your way to summer camp! Making the first sales to family members develops confidence and sparks them on to do more.



- Moms & Dads, help by taking the order form to work, to the Fire House, bingo, to church, or to other organizations you belong to.

- A visit to a senior center, an office setting, or a hairdresser can reap big returns. The Post Office on Saturday is a biggie, too! Use your imagination, and share other success stories from your past sales.
- HINT: If a person wants to give less than \$25 for the Troops, ACCEPT IT! Just add all the donations to the Troops together at the end, and divide by \$25.
- Mother's Day is Sunday, May 9. You will have the candles in your hands on the 1st of May, plenty of time for giving Moms in your community a great smelling candle for her special day!

4) An important note about ordering: Your order is by container. There is no need to round up to full cases. This way you get exactly what you need, or plan for, with no leftovers.

Here's Key Popcorn / Candle Sale Dates to Remember:

- ✓ Sale officially starts on March 10. When you get your materials, the sooner they are in the scout's hands, the better! Time is of the essence, which will give the scouts & their parents plenty of time to do a thorough job.
- ✓ Orders must be placed with the Scout Service Center by Tuesday, April 20 by 8 PM. We will be placing the order with the two companies the next morning, so it's important we have your order on time.
- ✓ Product Pickup is as follows: Blackstone in Jamestown and Alcas in Olean on Friday evening, April 30, 6 to 8 PM.
- ✓ Payment is due to the Service Center no later than Friday, May 14.

