

TEAMWORK & SAFETY AWARD

Activity: “Teaching Each Other How to Sell”

Younger boys will benefit by hearing the older, more experienced salesmen reflect on how they sold popcorn the prior year. All of us learn best by listening to our peers, so this would be an excellent chance for the boys to train each other and to learn the value of teamwork at the same time.

Leader: Arrange the boys in a seated circle. Tell them to raise their hands before speaking. Explain that the idea is to help the younger Scouts by giving them popcorn tips on how to sell. As the Leader, you may want to start things off by calling on the more experienced boys and get them talking about how they sell.

Now announce to the boys that you are going to give them a chance to practice their selling by doing role play. Divide the group into “sellers” and “customers”. Suggest to the sellers the following:

Tell the customer what you’re doing and why.

“Hello, my name is _____, and I am in Pack/Troup _____ at School/Church/Synagogue. We’re selling popcorn to raise money for _____”

Tell the customer what products are available, while pointing at the take-order form.

“We have regular popcorn, microwave popcorn, caramel corn and Chocolate Caramel Crunch.”

Ask for the order – remember to smile!!

“Would you like to buy some? Remember, the larger items are the best value.”

If they say, “Yes”

Ask them to fill out the Name, Address, Phone Number spaces on your order form. And, explain that you will collect the money when you deliver the order.

If they say, “No”

Remind them that you sell chocolate-covered popcorn. “This is the Chocolate Caramel Crunch. It’s very good.”

If they still say, “No”

Smile and say “Thanks, anyway – have a nice day!”

Time: 30-45 minutes

Materials: None