





## Best Practices for Selling

### Example Script:

Hi, my name is \_\_\_\_\_ and I'm a \_\_\_\_\_ Scout with Pack/Troop/Crew/Post/Ship \_\_\_\_\_.

I am selling Maple Syrup and Pancake Mix made right here in New Hampshire. It is pure Grade A syrup and is delicious on pancakes and all sorts of dishes. By purchasing syrup or pancake mix, you will help me earn my way in Scouting. Being a Scout has helped me \_\_\_\_\_. (become a better leader, gain confidence, etc.)

Would you help support me and my friends in Scouting by purchasing a set of New Hampshire maple syrup and pancake mix?

*(Always say thank you even if they do not purchase)*

### Selling Tips

- > Always wear your uniform
- > Always smile and introduce yourself
- > Always tell why you are selling maple syrup
- > Always say "Thank You"
- > Always have a clean order form with a pen
- > Have the customer make checks payable to your "UNIT"

### Safety Tips

- NEVER enter anyone's home
- NEVER sell after dark unless you are with an adult
- DON'T carry large amounts of cash with you
- ALWAYS walk on the sidewalk and driveway
- ALWAYS sell with another scout or with an adult
- ALWAYS keep Youth Protection in mind

