

Hot Tips for the Scouts

- 1) Make a goal and don't stop until you reach it.
- 2) Make a prospect list (family, friends neighbors you already know, etc.) and call all of your customers from last year on the phone to try and get this years order (that way they can have the check waiting for you).
- 3) Take 2 pens, a clipboard, some kind of receipt book in case the customer wants one, and plenty of change with you (count out loud when making change).
- 4) Know your product and be prepared to answer basic questions about each item. This really is a good product, better than store bought, and it's supporting scouts as well.
- 5) Plan your time, set a goal for total number of people you want to talk to before quit, go to every house on one side of the street then come back down the other (this will give you two sweeps of a street in case someone comes home while you are talking to their neighbor).
- 6) SMILE, SMILE, SMILE!!! People don't like to buy from grumpy scouts.