

MISSION PLAN FOR A SCOUT FAMILY



DEAR SCOUT and Family,

Right now, in a galaxy called Michigan, your Pack or Troop has a year of adventure planned. Even though adventure cannot be bought – some of the stuff to make it all happen costs money. You and your Scout brothers can do your part to help fund your adventures by selling popcorn. **Your mission awaits . . .**

1. GET MISSION READY. Every great salesman knows what he will say to customers. Be Prepared to tell them what you're selling and why. • Remember, A Scout is Clean – a Class A uniform, combed hair and a smile will make a great impression. • A Scout is Courteous – thanking a customer for their time is important even if they don't buy anything. • Set a sales goal. You can print a Light Saber goal sheet for yourself. Find it on www.michiganscouting.org/popcorn. • Make a plan to earn your Death Star patch and all its pieces. You'll find a great Lunar Patch Collection goal sheet at www.michiganscouting.org/popcorn.

2. SELL. SELL. SELL. Follow the Jedi Code to be safe and act responsibility at all times.

Go door to door in your neighborhood and in other neighborhoods where you think people can help you fund your adventure. Take product with you so you can sell it on the spot. If you don't have what they want, take their order and deliver it later.

Sell at a storefront with your unit. You get to practice your selling skills at a place where there are lots of people walking by.

Sell at your parents' and grandparents' workplace. They work with people who love popcorn and want to help Scouts do cool stuff, too.

Sell online. Ask your friends to help fund your Scouting adventure by inviting them to the online sale through email, FaceBook, Twitter, Instagram – and whatever other creative ways you think of. The best part is... you don't have to deliver this popcorn – it gets mailed right to their house after they order it.

3. GIVE YOUR ORDER FORMS TO YOUR UNIT KERNEL. Each order form that is filled will become a "ticket" in a drawing for a trip for four to Disney World!

4. DELIVER POPCORN AND COLLECT MONEY. These things go together – collect payment each time you deliver. • Thank people for extra donations that will go to Operation Popcorn. • Take all the money to the Unit Kernel.

5. PICK YOUR PRIZES. Give your Unit Kernel your prize selections when you take the money you've collected – these are prizes you earned.

Find more information; including prize pictures and rules, coloring pages, sales hints, and more at www.michiganscouting.org/popcorn

