



Salesmanship Merit Badge



Expectations

Read and Review **ALL** requirements prior to the class

Even though a requirement may be identified as one to be done in class, Scouts are still expected to familiarize, review, and prepare for the requirement – BE PREPARED!

Active interaction/participation is expected and mandatory.

Share in your own words – avoid reading your answers.

Pay attention to the action verbs.

Bring proof of completion (even partially completed work)



Things to Remember to Bring

1. Your BSA ID# and / or your Merit Badge Blue Card properly filled out and signed off by your Scout Leader
2. Scout Uniform
3. Notes and Questions from reading the Salesmanship Merit Badge Pamphlet
4. Supporting documentation or project work pertinent to this merit badge which may also include a Merit Badge Workbook for reference with notes.
5. A positive Scouting focus and attitude

Contact Scoutmaster Bucky



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Salesmanship Merit Badge

Requirements Insight

Requirements	Expectations
1, 2, 5, and 7	<p>If you have prepared ahead of time, you will be able to complete these requirements during the class.</p> <ul style="list-style-type: none">• Time will be allotted for those Scouts who have prepared to share their work for sign off consideration
3	<p>The instructor / counselor for the class has stated that they will accept well-planned and prepared work from those Scouts who wish to prepare ahead of time.</p> <ul style="list-style-type: none">• Scouts should try and prepare ahead of time for this requirement.• While time will be allotted during the class for work on this requirement, Scouts will find it easiest to have done as much planning and preparation ahead of time as possible.• Scouts may want to consider their popcorn, wreath sales, camp card, or other fundraising efforts as an example of salesmanship to consider when working on this requirement. <p>NOTE: This requirement REQUIRES Scouts to "WRITE... a sales plan", so Scouts should use a notebook or the Scoutmaster Bucky Salesmanship Merit Badge workbook to complete their preparation prior to the class.</p>
4	<p>The instructor / counselor for the class has stated that they will accept well-planned and prepared work from those Scouts who wish to prepare ahead of time.</p> <ul style="list-style-type: none">• Scouts should arrive at the class prepared to make a sales presentation for a product or service.• Scouts may want to draw on past experience from popcorn, wreath sales, camp card, or other fundraising efforts to prepare for this requirement.• All Scouts attending will have an opportunity to make their sales presentation for sign off consideration.• Only Scouts who do a sales presentation to the satisfaction of the counselor during the class will be signed off on this requirement
6	<p>It is strongly recommended to review the merit badge pamphlet for a more comprehensive understanding of this requirement.</p> <ul style="list-style-type: none">• The instructor / counselor will help facilitate this requirement during the class.

Merit Badge Workbooks are a tool to aid Scouts with their work preparation. BSA discourages — but does not ban — the use of any merit badge worksheets or workbooks. Merit badge counselors must NEVER require the use of merit badge worksheets or workbooks and may if they choose, refuse to accept them. Scouts shall not be required to use ANY of these to complete a merit badge.

