

Selling Tips

- Before leaving home:
 - Put your name and phone number on one of the Worksheet/Flyers.
 - Make dozens of copies of the Worksheet/Flyers.
 - Familiarize yourself with all the selling materials.
 - Wear your Class-A Uniform.
 - Begin selling with plenty of \$5s and \$10s for making change.
 - Take extra blue or black ink pens (no other colors.)
- At a customer's home:
 - Introduce yourself.
 - Make eye contact.
 - Don't mumble (practice at home.)
 - Hand the customer a Flyer right away.
 - Show them the color photos.
- Explain what you are raising funds for:
 - Camping equipment
 - Summer camp
 - High Adventure trips
- Explain what you are selling:
 - Flats, hanging baskets and pots of flowers
 - We buy the flowers at Wholesale prices, so our sale price is never more than Retail price.
 - Flowers will be delivered to you the last week of April-first week of May, so you will deliver them to the customer just before Mother's Day.
 - Flower baskets make the perfect Mother's Day gift.
 - Have the *customer* fill in your Order Form.
 - I need to be able to read the information.
 - Any mistakes made will belong to the customer, not the Scout.
 - Be sure to get the customer's phone number! ☎
This *very* important when problems arise.
 - Retrieve your color photos, but leave the Worksheet/Flyer as a receipt for money collected. Also, it has both your and my phone number.
- Thank the customer even if you did not you make a sale.
- If no one is home:
 - Leave a Flyer in the mail box.
 - Return every day until you find the customer home.
 - Why? Grouping customers together makes delivery much easier.