

Flower Selling Tips

- Before leaving home:
 - Put *your* name and phone number on one of the Flyers-Receipts.
 - Make dozens of copies of the Flyers-Receipts.
 - Familiarize yourself with all the selling materials.
 - Wear your Class-A Uniform.
 - Take plenty of extra \$5s and \$10s for making change.
 - Take extra blue or black ink pens (*no other colors.*)
 - Take a clipboard to write on if you feel it would be useful.
- At a customer's home:
 - Make eye contact 👁 and smile 😊
 - Introduce yourself.
 - Don't mumble (practice at home.)
 - Hand the customer a Flyers-Receipt 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 price, we sell them for *LE\$\$* than Retail price.
 - Flowers will be delivered to you the fourth week of April, so you will deliver them to the customer *before* Mother's Day.
 - Flower baskets make the perfect Mother's Day gift. 🎁
 - Have the *customer* fill in your Order Form. Why?
 - 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 with the customer as a receipt for money collected.
Also, it has both of our phone numbers.
- Donations are welcome.
- 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.