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.
  + 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 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 price, we sell them for *LE$$* than Retail price.
  + Flowers will be delivered to you the third 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.