[](http://www.bing.com/images/search?q=cub+scouts+image&view=detailv2&&id=D542EDDB5F0AC77D993370D6D18BBD0A5BCEAF6F&selectedIndex=0&ccid=f9iwOj2C&simid=608019756487477805&thid=OIP.M7fd8b03a3d826be90be82387367810a6H0)PACK 216

SHOW-N-SELL

Instructions

**General**:

1. Scouts should wear class A uniforms.

2. You might want to bring chairs and sun protection.

3. Each scout must have a parent or guardian present.

4. Ask “Would you like to support my Cub Scout pack by buying some popcorn?”

5. Always say “thank you – have a nice day”, even if the customer doesn’t buy anything.

6. Cash or checks are OK for payment. Have a parent help make change.

7. Do not open microwave popcorn to sell individual packets.

8. Don’t keep chocolate popcorn in the sun or heat!

9. You can ask for military donations, but don’t ask for pack donations. If the customer suggests a pack donation, you can accept it. Record unsolicited pack donation amounts on the shift sheet.

10. If the customer chooses to donate to the military, ask if they would like a receipt. If so, fill a receipt out for the customer. Record all military donations on the shift sheet.

11. Don’t leave popcorn or money unattended.

12. Remember two deep leadership. No Scout should be left alone with a single adult unless it is that Scout’s parent or guardian.

13. If you have a question or issues, call Janet Griffin at 919-622-9890.

**Start of Shift:**

1. If you have the first shift of the day, one Scout/Parent team should

pick up the supplies and popcorn from Janet Griffin. When you arrive at the store, find the store manager and let him or her know you are setting up.

2. Setup the table and banner.

3. Count the starting inventory and record it on your shift sheet. Note

that unopened cases and bags are counted separately.

4. Count the starting cash and checks and record it on your shift

sheet.

5. Arrange your products for display and start selling!

**End of Shift:**

1. Record the names of the Scouts and the number of hours each worked during the shift.

2. If you have the last shift of the day:

a. Count the ending inventory and record it on the shift sheet.

b. Count the ending cash and checks and record it on the shift

sheet.

c. Load the popcorn, money, and supplies to take back to Janet

Griffin’s house.

d. One Scout/Parent team should find a store manager and let

them know you are done for the day. Thank them for letting us sell popcorn!