

WHAT DO I SAY/SCRIPT

What do I say?

Principles to Remember...

1. Who are you?
2. Where are you from?
3. Know the discounts.
4. What are you doing?
5. What can they do for you?
6. Close the sale.

6 Quick Tips

1. Hi, SIR/MA'AM, my name is _____. (First name only)
2. I'm a Cub Scout/Boy Scout/Venturer/Explorer/STEM Scout with Pack/Troop/Crew/Post/Lab _____.
3. We're selling Camp Cards to help earn our way to summer camp. (Place a card in their hand)
4. You can help us by purchasing this \$10 card. With the discounts, the card MORE than pays for itself!
5. You will help us, WON'T YOU?!?!?
6. Thank EVERYONE. Even people who don't buy. Just saying "thanks for listening" will often cause people to change their mind!