



A message from Northern Star

To our Scout Families -

Our goal is-and always has been-to have the Scout, parent and customer feel safe with each sale. This year that is more important than ever. We hope that the fall popcorn sale our volunteers and staff created accomplishes that for your family. If you have any questions or concerns, please contact your unit popcorn chair.

Make sure to visit buyscoutpopcorn.com for updates and more information about the sale, including videos, contests and more.

Stay safe and Scout strong,

Bill A-H
Popcorn Advisor
Northern Star Scouting



SAFE SELLING

How to keep yourself and your customers safe

DOOR TO DOOR TIPS



Top sellers use these tips each year and now you can too!

1. Wear your uniform.
2. Download the Trails End App.
3. Bring a mask and hand sanitizer if you have them.
4. Get and USE the laminated sales sheet.
5. After knocking on the door, step back 6 feet to greet the homeowner. Offer the laminated sales sheet to them to see the products.
6. Ask the customer if they would like to support you in Scouting and help you go to camp.
7. Tell them what your favorite product is.
8. Offer to do no contact delivery if you do not have product with you.
9. Thank, Thank and Thank the homeowner, even if they chose not to buy from you.

STOREFRONT SALES

Stay behind the table

If required, wear a mask

Have hand sanitizer at the table

Scouts 6 ft apart

Have product on the table

Instead of asking to buy popcorn, ask people if they will support Scouting.

Have a laminated copy of the order form on the table



Storefront Tips

- Sign up with your unit through the Trail's End App.
- If you want to do your own storefront, talk with your popcorn chair.
- Wash your hands before and after your shift.
- Always greet people politely. Remember a Scout is cheerful.
- Thank the store manager before AND after your shift
- Keep product in boxes, only take out when something sells.
- Have examples on table.
- ALWAYS say "thank you" whether a customer buys or not.
- Make sure to inventory your product at the end of your shift for the next Scouts.
- Visit buyscoutpopcorn.com for up to date Minnesota Dept. of Health guidelines.