



Product Sale Facts

Scouting America does not own products for packs to sell, we provide a license to companies.

Local councils decide what approved companies to use.

You can not compete or compare your product to in-store products.



HAVE A GOAL

Start with a pack budget.

Why are you selling?

How much do you need to sell?

How much does each Cub Scout need to sell?



HAVE A PLAN

What method is best for the product you are selling?

Lower priced items require higher sales volume compared to higher-priced items which requires lower sales volume to reach the same goal.



PREPARE

Train Cub Scouts on how to act and what to say when selling.

Product knowledge.

What will the booth look like?

How will you handle sales transactions?



SELL

Cub Scouts in uniform.

Are you organized and do you look organized?

Behavior of Cub Scouts and adults is a positive reflection of the Scout Oath and Law.