

<b>P</b>	<b>O</b>	<b>P</b>	<b>C</b>	<b>O</b>	<b>R</b>	<b>N</b> #3
it will give focus or a target to my sales	use my popcorn sales sheet column labeled PD to keep track	Prizes (gift cards, IPod, bike, bow set)	I'll earn money so my Pack can plan events for me to enjoy	goal setting	Caramel Corn 26oz.	responsibility- I track orders and money and deliver popcorn
An educational scholarship for sales of \$2,500	be upbeat and polite and say, "thanks anyway!"	Friday, Nov. 17 <sup>th</sup>	Seeing the pictures helps people choose what they want	wear my Scout uniform	six	"Would you like to buy cookies?" Or "Ooh, a bug. Squish it in the mud."
Saturday, Oct. 7 <sup>th</sup> (12noon-3pm)	Show and Deliver	go into people's homes	Caramel Corn 11oz.	Take orders door-to-door	Share the benefits of ordering the 26oz Caramel Corn	kick their mailbox
Coach their Scout so his communication skills improve	Saturday, Nov. 18 <sup>th</sup>	Butter Light	<b>FREE SPOT</b>	I'll earn the prizes I want	Show and Sell	Communication skills - tell what I'm selling/answer questions
fall flat on my face and throw a tantrum	Pack 185	stay on sidewalks and paths	I'll get what I need to pay for camp	Delivered	trails-end.com	Kettle Corn
collected their money	90%	pout and stomp way	two	Saturday, Oct. 28 <sup>th</sup>	mathematics when adding orders and making change	70%
"The Kernel"- Chris Sligh 692-6617	Carry large amounts of money	PD	Unbelievable Butter	pecans and almonds	Monday, Nov. 20 <sup>th</sup>	sell alone