

Objective: To give sales practice to each boy, and parent, so they know what to say when out in the neighborhood or at a local store asking people to support Scouting by buying popcorn.

Supplies:

- Sales pitch written on poster board (laminated if possible for a prop year to year)
- Empty popcorn container or bowl for drawing out the “Guess It” game slips
- Slips of paper with “Guess It styles” written on them cut into individual squares
- Clipboard with the order form photo facing outward to the customer and a pen and envelope of “money”

Introduction: *Gather the boys and their parents in a group, so they can hear you and read the poster board with the sales pitch on it.)*

*Game Host Say-***“Boys, you’re not selling popcorn; you’re selling the Scouting program. People familiar with Scouting will be happy to support you in this program and will be thrilled to get popcorn as a bonus.**

This sales pitch we’re going to learn should be said to the homeowner with the picture of the different kinds of popcorn facing them. The sales pitch will include three things: who you are, what you’re doing and how they can help you. Look up here to see the three lines we’ll be using when selling popcorn door to door and at the local stores.” (Show poster with the sales pitch on it.) Read it aloud as a group. Do it a few times until the boys and their parents seem comfortable.

“The Sales Pitch”: *(neatly written on a poster board in big letters for easy readability)*

- “Hi, my name is _____.
- I’m selling popcorn so I can go to camp. (or earn a scholarship, if that’s true for your group)
- Would you like to help me?”

Game: GUESS IT!

Directions: *Arrange parents and boys in chairs in a circle. Say, “We’re all going to practice our sales pitch while playing this game called “Guess It”. In this bowl are several different silly ways to say your popcorn sales pitch. When you’re out tomorrow selling, you won’t use any of these styles, but it’ll be fun to do it this way tonight just to help us get the basic three lines memorized. When it’s your turn, you will draw out a “Guess It” slip from this bowl, and read it quietly to yourself.”* (The game host will assist Scouts who need help with the reading and comprehension of the Guess It slips.) **“You will stand up, say the sales pitch while holding the clipboard, pen and “money” envelope in the style directed to you on the Guess It slip. (Some players may need to re-draw their slip if they’re still not sure what the style is even after the game host coaches them.) The other players will watch and listen and try to guess the style in which the pitch is being performed.”** *The game host should do one as an example. My suggestion is for the game host to pick a style he or she is really good at and play it up well for everyone to get an idea of how the game*

should go. Stick to the three lines as much as possible and utilize the selling props appropriately for good demonstration but really go all out on the voice and body movements to make the guessing easier and funnier.

GUESS IT SLIPS *(cut on lines!)*

Say it in a loud voice	Say it really fast
Say it as an echo	Say it in a really happy way
Say it as if you're underwater (Put your index finger between your lips and in front of your teeth. Say the sales pitch while wiggling your finger up and down)	Say it with a southern accent (howdy, ya'll)
Sing it as if you're in an opera	Mime (or) Charades the spiel
Say it extremely sad	Say it in a high pitched girl's voice

<p>Say it in “whale” (like Dorie from the movie “Finding Nemo”) Try it in “Hump-back” too.</p>	<p>Say it really slowly</p>
<p>Say it like an Italian pizza maker</p>	<p>Say it as if you just gulped down a whole container of Jolt or Mountain Dew</p>
<p>Say it in a made up language like Pig-Latin, ubbie dubbie (Zoom tv show) or gibberish</p>	<p>Say it in a “Mad Max” voice (probably only adults who remember the 1980s can do this)</p>
<p>Say it like Speedy Gonzalez (Looney Tunes Mexican mouse cartoon character)</p>	<p>Say it as if you’re a really rich lady who says “Darling” a lot (play it up)</p>
<p>Say it like Count Dracula (do the fangs and cape)</p>	<p>Burp the sales pitch</p>
<p>Do the sales pitch as a Rap Song</p>	<p>Say every line with exaggerated drama like a really poor actor</p>