

Greenery Sales Guide

Five Principles to Success

1. Tell them who you are – First Name Only!
2. Tell them where you are from!
3. Tell them what you are doing.
4. Tell them what they can do for you.
5. Close the sale.

The Principles In Use:

Hi sir, my name is **Johnny Rainmaker**.

I'm a Boy Scout with Troop 642.

We're working very hard to try and help
raise money for our Troop.

You can help us by purchasing some of
our Holiday Greenery.

You will help us, won't you?

Contact Check List

- Mom & Dad
- Mom's friends (Shopping friends, bunko night, etc.)
- Dad's friends (golf buddies, huntin' buddies, etc.)
- Grandmothers and Grandfathers and their friends.
- Uncles & Aunts
- Mom's Work (Have Mom take sales info to work)
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- Take it to School (with permission from Mom/Dad/School)
- Ask the neighbors and neighborhood

Contact Check List (Part 2)

Other suggestions

- Over 400 Previous Eagle Scouts
- Adult Leaders who's son(s) have grown and left the Troop.
- Local Grocery Stores (Get permission first)

Why should they buy.

- Supports YOU and Troop 642.
 - Tell the customer that you get a commission that helps pay for your campouts, activity fees, high adventure trips, etc.
- You can prepare early for Holiday decorating.
- Your home will smell wonderful for the holidays with the natural scent of fresh cut greenery.
- You can get all the wrapping material bought way ahead of time.
- You can buy all the gifts you need for friends and family.