



**Plan:**

- What sales tactics should you practise?
- What technology can you use to make it easier for your customers to purchase Scout Popcorn?
- When and where will you sell Scout Popcorn?
- What is your Patrol's fundraising target? What does this mean for each individual Scout? How does this affect your plans?

**Do:**

- Get out and sell Scout Popcorn!

**Review:**

- What do you know now that you did not know before?
- How did competing against other Patrols affect this adventure?
- What challenges did you encounter, and how did you overcome them?
- What would you do differently when out selling popcorn?

**Safety note:**

How can you stay safe when selling Scout Popcorn? What hazards should you be aware of?

**Online Resources:**

- [Scout Popcorn \(Scoutpopcorn.ca\)](http://Scoutpopcorn.ca)
- [Safety Tips \(Scouts.ca/popcorn/safety-first-s.html\)](http://Scouts.ca/popcorn/safety-first-s.html)
- [Sell Scout Popcorn \(Scouts.ca/popcorn/sell-scout-popcorn.html\)](http://Scouts.ca/popcorn/sell-scout-popcorn.html)

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# Scout Popcorn Patrol Challenge

RED COAT TRAIL  
Leadership



**How does your Troop sell Scout Popcorn?**

Scout Popcorn is a great way to raise funds for the adventures you want to have over the Scouting Year, but selling it can be an adventure in its own right.

As a Troop, organize a Patrol Challenge as part of your Group's Scout Popcorn campaign. In Patrols, practise your sales pitches and develop a strategy to sell as much Scout Popcorn as possible. Whichever Patrol sells the most Scout Popcorn should have its effort rewarded with a prize, like a special Patrol night out bowling or going to the movies. Your Troop can decide on the prize in advance, or it can leave the prize up to the winning Patrol itself.



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It starts with Scouts.



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