How to Sell $1000 in Popcorn
... With Only 8 Hours of Work!

Set Your Goals! The secret to selling is to ASK!

☐ Ask your parents .......................................................... 1
☐ Ask your neighbors on both sides .................................... 2
☐ Ask your 3 neighbors across the street ............................. 3
☐ Ask your hair salon, sports, Insurance agent, etc............... 6
☐ Ask Grandmas, aunts, uncles, cousins ............................. 6
☐ Ask family and friends at Labor Day and other gatherings .... 3
☐ Ask Mom to take a Popcorn Sheet to work ...................... 6
   ☐ Ask Mom’s friends .................................................... 3
   ☐ Ask Mom’s committees, gym, clubs, groups, etc......... 3
☐ Ask Dad to take a Popcorn Sheet to work ........................ 6
   ☐ Ask Dad’s friends ..................................................... 3
   ☐ Ask Dad’s committees, gym, clubs, groups, etc.......... 3
☐ Ask if you can sell at your religious institution ................. 9
☐ Ask 10 more neighbors, on average 60% will buy ............ 6

Total sales: 60
\[ \times \text{Average sale: } $18 \]
= Total Sales: $1,080

✓ Next year, you will already have your first 60 sales ready to go!
✓ For each additional $1,000 in sales you need to ask 100 more people.
✓ Your unit gives you a lot. Can’t you give back one 8 hour day once a year?

THERE ARE SEVERAL WAYS TO SELL!
Show and Sell  Show and Deliver  Take Order  Online
Corporate Sales  Local Business  Church/School

Remember – If you don’t ask – you won’t get the sale!