

HOW WELL DO YOU SELL?

Do you know how to sell as well as Zack? Try these trivia questions to see if you're ready to make a big splash selling popcorn this year.

1. What should you wear when you sell popcorn?

- A. Jeans and t-shirt
- B. Your best shirt
- C. Your Halloween costume
- D. Your Scout uniform

2. What should you have with you when selling popcorn?

- A. Your dog, a snack and headphones
- B. Your order form, a pen and another Scout
- C. Your hiking boots, some rope and a first aid kit
- D. A monkey, a clown and a canoe

3. When is the safest time to sell?

- A. During the day
- B. During the Superbowl
- C. Night time
- D. Twilight

4. When is it okay to go into someone's house?

- A. Always
- B. When they don't have their money ready
- C. Never
- D. When they offer you some lemonade



5. What do you say when someone buys popcorn from you?

- A. "Is that all you're going to buy?"
- B. "Thank you very much."
- C. "Are you going to eat all that yourself?"
- D. "See ya!"



6. When is it alright to cut across someone's yard?

- A. Never - stay on the sidewalk or path.
- B. When it's a shortcut
- C. Always
- D. Winter



7. You've collected a lot of money selling today. What should you do?

- A. Stick it in your pocket.
- B. Leave it in a hiding place.
- C. Have your friend carry it for you.
- D. Give it to your mom or dad for safekeeping.



9. A customer asks what kind of popcorn you're selling. You reply:

- A. "I don't know. It's all the same, isn't it?"
- B. "Good popcorn."
- C. "It's Trail's End Gourmet Popcorn. I have a lot of flavors."
- D. "Um, plain, I think ..."

10. What can you achieve by selling popcorn?

- A. You can pay for camp.
- B. You can earn money for gear.
- C. You can win prizes.
- D. All of the above.

8. How can your parents help you sell popcorn?

- A. They can't. It's not allowed.
- B. They can buy enough popcorn for you to reach your goal.
- C. They can give you super vitamins to make you sell better.
- D. They can take an order form to their workplaces.



ANSWERS: 1. D, 2. B, 3. A, 4. C, 5. B, 6. A, 7. D, 8. D, 9. C, 10. D