

SALES PLANNER

TRAILS END POPCORN CAMPAIGN

9/13/02 thru 10/21/02

(to be filled out by each scout **with their parent**. See reverse side for example)

MY POPCORN SALES GOAL (or personal objective) IS \$ _____

HOW MANY CONTAINERS MUST I SELL?
($\$ \text{ sales goal} \div \$12 \text{ avg. container cost}$) # = _____

HOW MANY DAYS DO I PLAN TO SELL? # days = _____

THEREFORE:

I NEED TO SELL HOW MUCH PER DAY TO MAKE MY GOAL?
($\$ \text{ sales goal} \div \# \text{ days}$) \$ _____

HOW MANY CONTAINERS PER DAY DO I NEED TO SELL?
($\# \text{ containers} \div \# \text{ days}$) # = _____

MOST PEOPLE BUY BETWEEN 2 AND 3 CONTAINERS (AN AVERAGE OF 2.5)

THEREFORE:

I NEED HOW MANY CUSTOMERS (avg.) TO BUY TO MAKE MY GOAL?
($\# \text{ containers} \div 2.5$) #customers = _____

HOW MANY CUSTOMER SALES PER DAY?
($\# \text{ customers} \div \# \text{ days}$) #customer sales/day = _____

SALES ACTION PLAN

WHO WILL I SELL TO? (Don't forget the Holidays are coming up!)

FAMILY – Mom & Dad, grandparents, aunts & uncles, cousins _____ sales

FRIENDS – School (including teachers), sports, activity groups _____ sales

CHURCH – Sunday School friends, teachers, choir, other adults _____ sales

PARENTS' WORKPLACE – use individual sales sheets _____ sales

MOM & DAD'S Professional, Service & Social Groups _____ sales

DOOR TO DOOR – sell with another scout _____ sales

OTHER NEIGHBORHOODS – Blitz days with your den/patrol _____ sales

EXAMPLE

SALES PLANNER TRAILS END POPCORN CAMPAIGN

9/13/02 thru 10/21/02

(to be filled out by each scout **with their parent**. See reverse side for example)

MY POPCORN SALES GOAL (or personal objective) IS \$ 300

HOW MANY CONTAINERS MUST I SELL?
($\$ \text{ sales goal} \div \$12 \text{ avg. container cost}$) # = 25 ($\$300 \div \12)

HOW MANY DAYS DO I PLAN TO SELL? # days = 5

THEREFORE:

I NEED TO SELL HOW MUCH PER DAY TO MAKE MY GOAL?
($\$ \text{ sales goal} \div \# \text{ days}$) \$ 60 ($\$300 \div 5$)

HOW MANY CONTAINERS PER DAY DO I NEED TO SELL?
($\# \text{ containers} \div \# \text{ days}$) # = 5 ($25 \div 5$)

MOST PEOPLE BUY BETWEEN 2 AND 3 CONTAINERS (AN AVERAGE OF 2.5)

THEREFORE:

I NEED HOW MANY CUSTOMERS (avg.) TO BUY TO MAKE MY GOAL?
($\# \text{ containers} \div 2.5$) #customers = 10 ($25 \div 2.5$)

HOW MANY CUSTOMER SALES PER DAY?
($\# \text{ customers} \div \# \text{ days}$) #customer sales/day = 2 ($10 \div 5$)