

# ORDERING INVENTORY

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Instructions / Guidelines from the Council to Units on placing orders. Remember, the 2020 Popcorn Campaign has a **NO PRODUCT RETURN POLICY** in place for the entire 2020 Campaign.

## Show and Sell Inventory

Develop a plan with support of Unit Leaders and Scouting Families on how you will conduct your 2020 Show and Sell by asking a variety of questions that will enable a successful sale.

Guidelines and or questions to follow:

- Plan! Plan! Plan!
- Understand the level of engagement with Scouting Families to cover selling dates & times.
- Potential limitations may exist on store fronts, confirm opportunities first.
- What products will best fit our selling opportunity for a Show & Sell?
- Does our order size fit the selling Show & Sell opportunities?
- ALL left over Show & Sell product to be used for the Units other selling strategies.
- Use left over inventory for Wagon Sales or additional opportunities throughout the Fall.

## Take Order

- Inventory left from Show and Sell should be used to fill Take Orders first.
- Getting the individual Scout Take Orders correct and placing the order is critical.
- When ordering, order what is needed from the individual scout sales.
- If you feel the need to order additional product above and beyond what the actual Take Order quantities call for; the additional inventory will be the responsibility of the unit. No returns will be accepted at Council.