

## Sample Sales Speech

Hello, I'm (Scout's Name). I'm selling mulch to raise money for Boy Scout Troop 382 in Arnold, Maryland. This is a major fund-raiser for our troop. Profits are used to help cover the troop's expenses like gear -- camping and cooking equipment, Troop supplies: rank advancements, merit badge awards and literature, and some activity fees.

We sell **high quality, premium double shredded mulch from Riverside Mulch, West Virginia**. This is the same high quality mulch we have been selling for years. The price is \$5.00 per bag. Our price includes sales tax and Delivery\* to certain locations!

The best part for you is our delivery service!

\*We deliver at no extra charge within the following zip codes: 21012, 21146, and 21409 for purchase of 5 or more bags! **The mulch will be delivered to your home on Saturday, March 17<sup>th</sup> (unless it snows)**. Less than 5 bag orders can be picked up at **Chesapeake Charter, 424 Broadneck Road, Annapolis, MD 21409 on Saturday March 17<sup>th</sup> ONLY between the hours of 9:00 a.m. to 2:00 p.m.**

**The price is competitive with other retailers in the area and past customers have been extremely satisfied with the high quality of the mulch. WE ARE THE ONLY ORGANIZATION SELLING MULCH WHO DELIVERS AND PLACES THE BAGS WHERE YOU WANT THEM. (We do not spread the mulch for you though.)**

**(if sale is made say)**

**Thank you for your order! Troop 382 and I appreciate your support!**

**(if sale is not made say)**

Thank you! Here is a copy of my flyer should you reconsider or have a friend who may be interested.

Please use your best manners and always say: **"THANK YOU !"**