

# WHAT DO I SAY / SCRIPT

1. Hi, my name is \_\_\_\_\_(first name)
2. I'm a Cub Scout/Boy Scout/Venturer/Explorer with \_\_\_\_\_(Unit #)
3. We're selling Camp Cards, which gives you **HUGE** discounts to these popular places, **AND** it helps me earn my own way to \_\_\_\_\_(Activity/Summer Camp)
4. It's only \$10 and you get the card + as a Bonus you get a version of the popular **Entertainment Book** with 1000's of local coupons all over town.  
Optional: The Entertainment Book is also digital now so the coupons are right on your phone.
5. The card more than pays for itself and you get to \_\_\_\_\_( help me learn leadership skills at camp/ support the community)
6. Can I count on your support to help? Wait for answer
7. Thank **EVERYONE**, even those who don't buy. A Scout is courteous. You can say, Ok, thanks for listening, maybe next time.

## TIPS TO REMEMBER

- Introduce yourself and your Scout unit.
- Know the card discounts and have a few good examples that are your favorite or that you can specifically refer to.
- Use the front side of this sheet to highlight the Entertainment Book.
- Practice your sales pitch.

## ENTERTAINMENT SAVERS GUIDE

- **FREE** Bonus with each card.
- Is an app or access online.  
Download Entertainment Saversguide App
- Auto-locates coupons based on your location.
- Can be used country-wide.