



SCOUTS | BSA
Troop 54
Houston, Texas

SPRING FERTILIZER SALE

Take advantage of savings *AND* support
our troop!

NEW TRAILER

WIDER - TALLER - BETTER!



Fertilizer Facts

- Organic
- Safe for Kids and Pets
- Used at Houston Zoo
- Slow releasing, doesn't burn
- 40 pound bag
- Use on lawns 20 lbs per 1000 sq ft.
- Use on bushes & plants at 2x



Quick Facts

When:

- Starts tomorrow
- Deliver weekend of May 2nd

How:

- Sold in the Troop Store
- No Sales or Cash to track



FERTILIZER - 40 POUND BAG
MICROLIFE 6-2-4



\$63

**SCAN TO
PURCHASE
OR DONATE**



Compare with:

amazon \$93.50

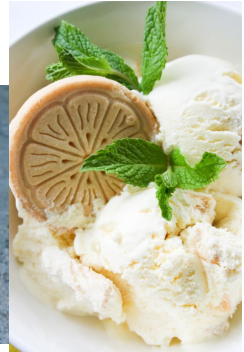
Walmart \$92.97
Save money. Live better.

Rewards

Earn \$10 per
bag toward
Scout Account

Awards

- Each week gift card drawing per bag or donation (\$25+)
- Patrol that sells the most bags will receive dinner and desert on a campout cooked by the GOAT Grubmaster
- Counts towards Entrepreneurship Merit Badge



Selling - A conversation with a purpose

- Is a trained skill, not a natural talent
- 10%-80%-10% Rule
- Word Tracks
- FAQ

Goal Calcs:

Name:

For Scout Account:	For Chosen Goal:	Goal Pitches
$\frac{\text{Trip Cost}}{\$ 10 \text{ per bag}} = \text{bags}$	$\frac{\text{Bag Goal}}{\text{Take Rate}(\%, 10\% - 90\%)} = \# \text{ of Pitches}$	$30/.4 = 75$

Presentation Tracker:

Date / Location	Pitches (ticks)	Total Pitches	Pitches to Go	Sales	Total Sales
2/27		4	71	//	2