How: Remember GPTOC

| Greet | In uniform, with a smile. "Hi I'm < Name>. As a Troop we're raising money to replace the trailer we share with the Boy's Troop. Additionally, a portion of what I raise goes to paying for my Summer Camp Trip to {Specific Trip}" |
|---|---|
| Present | We're selling Microlife 6-2-4 which is a great organic slow-release fertilizer that won't burn if over-applied. My Goal is to sell X bags / I'm so close to my goal" |
| Trial | "Would you please help me and my Troop get to our goal?" |
| Overcome | **I Understand.**<br>*No YARD*: "We also have an open donation. Would you prefer to give at the minimum $10 or maximum $100?"<br>*No PHONE*: "Here"<br>*Too much money*: "We also have an open donation. Would you prefer to give at the minimum $10, $25 or $50?<br>*STILL Too much money*: "I understand. Is there one person that you think I should talk to so we can get our trailer?" |
| Close | *Anytime you get a Yes.* **STOP!**<br>"You can just Scan the QR Code"<br>"We will deliver on the weekend of May 2nd" |

FAQ:

**Q: What do the numbers mean:**
**A:** The numbers on bags of fertilizer tell you the percentage of the key elements the fertilizer contains. The numbers represent the "**N-P-K**" or **Nitrogen, Phosphorus, and Potassium**.
**Nitrogen** is necessary for photosynthesis and is key in promoting plant growth.
**Phosphorus** helps promote strong roots and is vital to sustaining a plant's ability to process other nutrients.
**Potassium** is as important for plants as is it for people. It keeps cell walls strong and helps the plant regulate water uptake. It also ensures disease resistance and can help a plant recover after damage.

**Q: How much do I need?**
**A:** 20# per 1000 sq ft. So, I would say about _____ bags. The good news is that it won't burn if you over apply and you can reapply every 3-4 months.

**Q: When do I get it?**
**A:** The weekend of May 2nd.

**Q: Boy Scouts? Cookies?**
**A:** 2019 BSA allowed girls to form Troops. Same activities. We go camping 7 times a year. Our Troop has 4 different week-long Summer Adventures from here in Texas to the Northern Tier and of course, Philmont. I'm working on <rank> and will one day get my Eagle.

Goal Calcs:                                              Name:

| For Scout Account: | For Chosen Goal: | Goal Pitches |
|---|---|---|
| $\dfrac{Trip\,Cost}{\$10\,per\,bag}=bags$ | $\dfrac{Bag\,Goal}{Take\,Rate\,(\%,10\%-90\%)}=\#\,of\,Pitches$ | |

Presentation Tracker:

| Date / Location | Pitches (ticks) | Total Pitches | Pitches to Go | Sales | Total Sales |
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