



SALESMANSHIP

Merit Badge Requirements

- 1) Explain the responsibilities of a salesperson, how he serves his customers, and how he helps the economy grow.
- 2) Do ONE of the following (including the keeping of records):
 - A) Help your unit raise funds through sales of either merchandise or of tickets to a Scout event such as a circus or show, accounting for more than your proportionate share of the sales.
 - B) Earn enough money for yourself through retail selling.
- 3) Explain the value to a salesperson of the following points, with regard to the item being sold:
 - A) Properly researching the market for the potential salability of the item.
 - B) Proper training in sales, particularly concerning the item he wants to sell.
 - C) If possible, visiting the plant that produces the item and seeing the manufacturing process.
 - D) Continuing the follow-up with accounts after their primary purchase.
- 4) Develop and present to your counselor a sales program for a territory and product assigned by the counselor.
- 5) Assume you have the proper background and traits for a sales job that appeals to you. Prepare a written statement of your qualifications and experience that you could send a prospective employer.
- 6) Interview a salesperson and a retailer who buys from salespeople. Submit your findings to your counselor.
- 7) Make a sales presentation of a product assigned by your counselor of a reasonable value.
- 8) Investigate and report on career opportunities in sales. List high school courses most helpful in beginning such preparation.

Requirement 1

Explain the responsibilities of a salesperson: _____

Explain how a salesperson serves their customers: _____

Explain how a salesperson helps the economy grow: _____

Requirement 2

For this requirement you have been given two options. Select and complete one of them.

If you selected *Option A*:

Help your unit raise funds through sales of merchandise or tickets to a Scout event such as a circus or show, accounting for more than your proportionate share of the sales.

Describe the sales event: _____

How much was your unit able to raise from this sales event? _____ How much of it did you earn? _____

If you selected *Option B*:

Earn money for yourself through retail selling.

Describe the sales event: _____

How much did you earn from this? _____

