



Prepared. For Life.™

Heart of New England Council, BSA

2021 Spring Unit Fundraiser: Parent Information Sheet

First Aid Kits and Our Unit:

- Spring Fundraiser that helps Scouts pay for camp or other scouting activities
- Risk Free - Scouts take orders, collect payment, and submit one check to our unit
- Cost of kits range from \$15 to \$120; units keep 40% commission of in-person sales
- Easy ways to sell first aid kits - family, friends, social media, or at local businesses
- Timeline for selling first aid kits is **May 11th through June 7th**

Important Dates

Tuesday May 11th	First Aid Kit Sale Begins
Monday June 7th	First Aid Kit Sale Ends. (unit submits final order to Council)
Friday June 11th	Unit submits payment to Council (Units keep 40% commission and turn in balance of sales as payment.)

Safety Tips and Courtesy Points:

- Whichever method you use, please always follow BSA safety guidelines
- Kits make great gift and are non-perishable
- Always wear your Scout uniform... properly
- Always sell with a family member or designated guardian
- Never enter anyone's home
- Don't carry large amounts of cash on you
- Always walk on the sidewalk and driveway
- Always smile and introduce yourself, using just your first name (no last name)
- Always tell your customers why you are selling First Aid Kits!
 - Raising funds for Scout Camp and other Scouting Adventures
 - Especially during this particular time, it's great to **BePrepared** ... like a Scout!
- Regardless of whether the customer buys, always say... **THANK YOU!!**
- Count change in front of the customer or confirm total on their check payment
- Collect money at time of order, and when sale is finished, write one check payable to our unit

Sample Customer Script:

Hi, my name is (First Name Only) and I'm a Cub/Scout with Pack/Troop # ____.
I'm trying to earn my way to (go to camp/pay for my Scout activities, etc.)
I am selling first aid kits so everyone can "Be Prepared" at home/work for emergencies. May I count on your support?