

Answers to Objections at Point Of Sale

<p>I cannot eat popcorn...</p>	<p>That's OK. You can still support us and the Military by buying popcorn to send to troops overseas. Popcorn also makes a great gift for someone else. We also have White Chocolatey Pretzels you may like. Which one works best for you?</p>
<p>Popcorn is not healthy...</p>	<p>Many snack foods can have lots of fat, but many of our products have less than half the calories of potato or corn chips. Plus, popcorn is high in fiber. Which one would you like?</p>
<p>The price is too high...</p>	<p>The price is about the same as buying popcorn at the movies. However, 70% of the cost is going to help our Scouting program so you can feel good about buying the product and helping. Think of it this way, you're donating to Scouting and popcorn is our thank you gift. And if you buy our military popcorn, our armed forces around the world benefit, too. Which one would you like?</p>
<p>We already bought popcorn...</p>	<p>Great and Thank You! After trying the product, many of my customers find they would like to send some to family, friends or to military troops overseas. Do you have someone in mind that would like some DELICIOUS popcorn?</p>
<p>I do not have any money on me...</p>	<p>That is OK. We take all major debit/credit cards. Which one would you like?</p>
<p>I am allergic to nuts...</p>	<p>I am sorry to hear that. I have a relative/friend that has a similar issue, so they help me out by placing an order for our Military troops overseas and in VA hospitals. But our troop is still funded. At what level would you like to place an order for our troops?</p>
<p>I do not support the Boy Scouts...</p>	<p>Thank you very much for listening to me. Have a good day.</p>