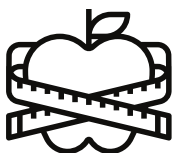


OVERCOMING OBJECTIONS



"I cannot eat popcorn..."

That is 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 Pretzels and Trail Mix you may like. Which one works best for you?



"Popcorn is not healthy..."

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?



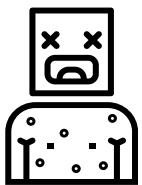
"The price is too high..."

You are right. The price is about the same as buying popcorn at the movies. However, 70% of the proceeds go back to local Scouting, so you can feel good about buying the product and helping your local community. Which one would you like?



"We already bought popcorn..."

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 this DELICIOUS popcorn?



"I am allergic to nuts..."

I am sorry to hear that. I have a relative/friend that has a similar issue. They help me out by placing an order for our Military troops overseas and in VA hospitals. Would you like to place an order for our troops?

"I do not support the Boy Scouts..."

Thank you very much for listening to me. Have a good day.



BOY SCOUTS OF AMERICA®
NORTHEAST IOWA COUNCIL