



Merit Badge Information Sheet [MBIS]
November 14, 2026

Merit Badge:	Salesmanship
Counselor Name:	Lana Southwell
Phone Number:	989-307-6092
E-mail Address:	lasouthwell12@gmail.com
Preferred Method of Contact:	Email or phone
	When you email, put your name on the subject header. If you can, send all the documents in one email. To comply with Youth Protection guidelines, scouts should copy a leader or parent on all email communication with the counselor.
Prerequisites: <i>list all requirements which need to be completed in advance</i>	Prerequisites: BEFORE the class, Scouts need to ... Research and review number 2. Have a written sales plan and sales territory completed prior to presentation on a UTILITY KNIFE for number 3. A prepared sales plan on a UTILITY KNIFE for number 4. Create a paper copy of a record (cost sheet) of number 5. (This will be discussed in class) Numbers 6 and 7 - Create a paper copy as it will be discussed in class.
Class Work: <i>list all requirements which will be completed in class</i>	1A and B, 2A, B, C, D 3, 4, 5, 6, 7A and 7B will be discussed in class
Use of "Online" Workbook:	Not supported – the site that provided them is no longer updating requirements. Requirements: https://www.scouting.org/merit-badges/salesmanship/
Merit Badge Booklet:	NOT REQUIRED
Number of Sessions needed: <i>each session is 1 hour 25 minutes</i>	1
Maximum Class Size:	10



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Notes and/or Comments: