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| **Merit Badge:** | | Salesmanship |
| **Counselor Name:** | | **Mike Hornung** |
| **Phone Number:** | | 630.487.3373 |
| **E-mail Address:** | | Michael.Hornung@scouting.org |
| **Preferred Method of Contact:** | | [Michael.Hornung@scouting.org](mailto:Michael.Hornung@scouting.org) |
|  | **Prerequisites:**  *list all requirements which need to be completed in advance* | **All work must be done prior to class EXCEPT Requirement 3 will be done in class and counselor will pick a product to sell.**  **Use workbook for all answers.** |
| **Class Work:**  *list all requirements which  will be completed in class* |  |
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| **Use of “Online” Workbook:** | | Helpful found at = <http://usscouts.org/mb/worksheets> |
| **Purchase of Merit Badge Booklet:** | | NOT REQUIRED |
| **Number of Sessions needed:**  *each session is 1 hour 25 minutes* | | 1 |
| **Maximum Class Size:** | | 15/session |
| **Notes and/or Comments:** | | **For pre-requisites, please use the workbook, or have written down somewhere.**  **Knowledge of all the requirements is preferred, so you can participate on the discussion.** |