



# Quivira Council

## 2023 Popcorn Sale Guidebook





# Table of Contents

Council & Kernel Contacts	3
Popcorn Sale Timeline	4
Kernel Plan	5
Setting a Unit Goal	6
2023 Popcorn Sale Product Lineup	7
Unit Commissions	8
Council Incentives (Top Seller & Weekly Challenges)	9
Pecatonica Winner's Circle	10
PR Popcorn Tools (Kernel Tracker & MyPRPopcorn)	11
Unit Swaps	11
Unit Returns to Council	11
Ideas for Unit Incentives	12
Objections	12
Selling Methods	13
Online Sale Offerings	14
Helpful Information	15-16
Path to Advancement	17
Square (Credit Card Reader)	18
Venmo	19

## *A Message from our Scout Executive*

The annual Popcorn sale is an opportunity for our Scouts to "earn their way" through the Scouting program while being an active participant in the financial health and security of their Council. As you know, the sale is a pillar of the Scouting program that teaches our youth to be confident public speakers, develops their ability to think on their feet and most importantly helps them make their own Scouting adventures possible!

This year's sale incentives have been drastically enhanced in an effort to give our Scouts and their families the best possible chance to support their Scouting adventures. This unprecedented opportunity has the potential to be an incredible win for our Scouts, their Units and our Council.

We hope you will use this guidebook as a step-by-step manual to plan, execute and enjoy the rewards of a successful popcorn sale!

Yours in Scouting,

Brian Nastase, Scout Executive / CEO



# *Need Help or Information?*

## **Council & District Kernel Contacts**

Popcorn Sale Website: <https://quivira.org/popcorn-sale/>

Popcorn Facebook Page: <https://www.facebook.com/groups/QuiviraCouncilPopcorn>

Quivira Council: 316-264-3386

Pecatonica River Popcorn: [www.prpopcorn.com](http://www.prpopcorn.com)

**Council Key: 198QC**

Popcorn Staff Advisor: Kevin Gorman 316-491-2231 or [kevin.gorman@scouting.org](mailto:kevin.gorman@scouting.org)

### **Kanza District:**

Shanna Miller – District Kernel  
Luke Zimmerman – District Executive  
Distribution Warehouse

785-623-3972  
316-207-8116  
Midwest Energy

[smigcowgirl@yahoo.com](mailto:smigcowgirl@yahoo.com)  
[luke.zimmerman@scouting.org](mailto:luke.zimmerman@scouting.org)  
1025 S. Patton Rd., Great Bend, KS

### **Osage Nation**

Trystan Thompson – District Kernel  
Stacey Wood – District Associate  
Distribution Warehouse

620-750-0197  
620-205-8118  
Cleaver Farm

[tryssiet@gmail.com](mailto:tryssiet@gmail.com)  
[stacey.wood@scouting.org](mailto:stacey.wood@scouting.org)  
208 W 21<sup>st</sup>, Chanute, KS

### **Pawnee District**

Reagan Sprow – District Kernel  
Luke Zimmerman – District Executive  
Distribution Warehouse

402-217-5368  
316-207-8116  
City Beverage Co.

[reaganspro@ gmail.com](mailto:reaganspro@ gmail.com)  
[luke.zimmerman@scouting.org](mailto:luke.zimmerman@scouting.org)  
2 S. Kirby, Hutchinson, KS

### **South Winds District**

Tammie Smith – District Kernel  
Alex Schmitt – District Executive  
Distribution Warehouse

316-650-3617  
620-708-1637  
United Warehouse

[smith25tammie@hotmail.com](mailto:smith25tammie@hotmail.com)  
[alex.schmitt@scouting.org](mailto:alex.schmitt@scouting.org)  
907 E. 45<sup>th</sup> St. N., Wichita, KS

### **White Buffalo District**

Sherri Hamilton – District Kernel  
Jenny Jackson – Co-District Kernel  
Michael Redondo – District Director  
Distribution Warehouse

316-304-1337  
316-250-6317  
316-617-4488  
United Warehouse

[wbpopcornkernel@hotmail.com](mailto:wbpopcornkernel@hotmail.com)  
[jacksonjenb@gmail.com](mailto:jacksonjenb@gmail.com)  
[michael.redondo@scouting.org](mailto:michael.redondo@scouting.org)  
907 E. 45<sup>th</sup> St. N., Wichita, KS



# 2023 QC Popcorn Sale Timeline

<b>Tuesday, August 1<sup>st</sup></b>	Kanza District Unit Kernel Training at Roundtable
<b>Thursday, August 3<sup>rd</sup></b>	Osage Nation District Unit Kernel Training at Roundtable
<b>Thursday, August 3<sup>rd</sup></b>	Pawnee District Unit Kernel Training at Roundtable
<b>Wednesday, August 9<sup>th</sup></b>	WB/SW District Unit Kernel Training (all Districts welcome)
<b>Friday, September 1<sup>st</sup></b>	Red Wagon Sale/Show & Sell Orders due by 11:59 PM <a href="http://www.prpopcorn.com">www.prpopcorn.com</a>
<b>Thursday, September 21<sup>st</sup></b>	Red Wagon/Show & Sell Distribution White Buffalo and South Winds Districts
<b>Friday, September 22<sup>nd</sup></b>	Sale Begins
<b>Friday, September 22<sup>nd</sup></b>	Red Wagon/Show & Sell Distribution Kanza and Pawnee Districts
<b>Saturday, September 23<sup>rd</sup></b>	Red Wagon/Show & Sell Distribution Osage Nation District
<b>Sunday, October 29<sup>th</sup></b>	Clipboard Sales/Take Orders due by 11:59 PM <a href="http://www.prpopcorn.com">www.prpopcorn.com</a>
<b>Thursday, November 16<sup>th</sup></b>	Clipboard Sales/Take Orders Distribution White Buffalo and South Winds Districts
<b>Friday, November 17<sup>th</sup></b>	Clipboard Sales/Take Orders Distribution Kanza and Pawnee Districts
<b>Saturday, November 18<sup>th</sup></b>	Clipboard Sales/Take Orders Distribution Osage Nation District

**Payment for Popcorn is due  
at Final Distribution in November  
BEFORE you receive product**

# *The Kernel Plan*

Dear Unit Kernel:

Thank you for taking the time to give leadership to your unit's fundraising effort this year. Your effort will help the Scouts fund their many upcoming adventures.

1. **Set Goals:** By now your unit has had their yearly planning meeting and has planned the many activities for the upcoming year. Help your families know how much these activities cost and that selling popcorn will help them pay their way to exciting adventures.
2. **Register yourself and stay connected:** Sign into the Pecatonica River System. Council Key is 198QC.
3. **Be Prepared:** Here are a few ways to be ready!
  - a. One of the best ways is to start now to schedule your storefront sales. Choose high traffic market places: festivals, craft fairs, grocery stores, retail stores – be creative!
  - b. Map out the areas you want to sell using the Red Wagon method!
  - c. Have your Scouts play a game and make “SELL TO” lists. Who has the longest list?
  - d. Sign up your Scouts for online accounts.
  - e. Prepare sales materials for your Scouts, supply plenty of order forms and talk to them about other good selling practices.
4. **Motivate:** Excite your Scouts with incentives, weekly prizes and a fun party at the end of the sale!
5. **Build your best kickoff party:** This should be the most motivating part of your sale for Scouts and parents. Get your families pumped up! Some ideas include: Popcorn themed food, prizes and games (Pinterest is full of popcorn recipes and party ideas), make a popcorn costume, put a sales kit in each Scout's hand or do a mock sale with leaders to teach the Scouts the best way to talk to customers. This is a huge opportunity to show Scout families how to fund their adventures in Scouts and put money in their Scout accounts!
6. **Stay on Track:** Mark your calendar with important dates; Unit orders, Council Distribution, Popcorn hand out, Scout dates for final money and popcorn return, Swap days, and Unit return days for popcorn and final paperwork. Keep track of the Council Timeline!
7. **Settle up:** Make sure Scouts have money in on time and have collected before the sale ends. Remember ALL money is due to the council on your district distribution day for take order pick up. Bank checks or unit checks need to be made out to **Quivira Council** with the amount owed. You will receive an email with the amount due after the sale and before distribution. NO checks will be accepted at the Council office beforehand unless otherwise stated.
8. **Celebrate:** Order prizes, plan a party and celebrate all the great success of your unit's sale. Print out their camp registration and show them that they paid their own way, because a Scout is Thrifty! Show your Scouts that you appreciate all the hard work and keep them excited for the upcoming year!

**You are not alone in this sale. If you have a question, please ask.**

# Setting a Unit Goal

## What's in it for us?

Use this as a “cheat sheet” and write all this information down and have the leaders and parents give input. Be able to discuss each item under each category. The approach is to discover shared goals between the unit, the Scout, the parents, and the Council.

### SCOUTS

- Recognition
- Earn Advancements
- Quality Program
- Retention
- Advancements
- Fun
- Learn Responsibility
- Association with Friends
- Winner's Circle

### PARENTS

- To raise money
- Less out of pocket expense
- One fundraiser-more time for Scouting
- Quality program
- More volunteer leaders
- Spending time with their child



### UNIT

- Money for program
- Retention of Scouts
- Parent Participation
- Quality Unit
- Membership Growth
- All financial needs of the Unit are met
- Volunteer Leadership
- Scouts to advance

### COUNCIL

- Council Income
- Retention of Scouts
- Increase membership
- Start-up of new units
- Open up more resources
- Look at more programs to develop
- Getting Scouting out in the public eye
- Quality Program
- Scouts attend camp
- Scouts advancing

# 2023 Popcorn Sale Product Lineup

- Show & Sell orders must be ordered as whole cases
- Final Take Order you can order individually
- Products (except the three combo tins) come in cases of 8
- The CHIEFS TIN is back!!
- New product – Trail Mix

## YOUR FAVORITE POPCORN and MORE!



### YELLOW POPPING CORN

America's healthiest snack food in a re-sealable Adventure tub! Pops up tender for that fresh popcorn taste you're craving.

Net Wt. 2 lbs ▲ \$10 ☺ ☹



### JALAPEÑO CHEESE

The unmistakable zip of jalapeño pepper gives this feisty popcorn flavor its heat. Perfect for those who like their snacks with a little kick.

Net Wt. 7 oz. ■ \$20 ☺



### CLASSIC TRIO

Everyone's favorite blend of sweet & savory, a snack you won't be able to put down. Mix them together for a Chicago style treat, or enjoy them individually.

*Caramel Corn, Cheddar Cheese, Natural*

Net Wt. 19 oz. ☺ \$35 ☹



### CLASSIC CARAMEL CORN

Glazed to perfection with real butter and brown sugar to create a flavor to remember, with a crunch you can't forget.

Net Wt. 8 oz. ▲ \$10 ☺



### TRAIL MIX NEW!

This flavorful treat has roasted peanuts, raisins, butter toasted peanuts, chocolate candies, sunflower seeds, and almonds.

Net Wt. 14 oz. ☺ \$20



### BUTTER MICROWAVE (15 PACK)

Take advantage of this convenient way to enjoy freshly popped taste with a rich butter flavor. 0 grams of trans fats.

Net Wt. 37.5 oz. ☺ \$20 ☺ ☹ D



### SEA SALT SPLASH

Caramel popcorn dunked in dark fudge and sprinkled with a splash of sea salt. If you have never tried this combination, you don't know what you're missing.

Net Wt. 15 oz. ▲ \$25 ☺



### CHEESE LOVERS

Cheese, cheese, and more cheese! A combination that will satisfy any cheese lover's appetite.

*Cheddar Cheese, Jalapeño Cheese, Buffalo Ranch, White Cheddar*

Net Wt. 20 oz. ☺ \$45 ☹



### KETTLE CORN MICROWAVE (15 PACK)

Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fats.

Net Wt. 37.5 oz. ☺ \$20 ☺ ☹ D



### PEANUT BUTTER CUP

Two classic flavors that taste great together. A melt in your mouth combination of milk chocolate and peanut butter.

Net Wt. 15 oz. ♥ \$25 ☺



### CHOCOLATE LOVERS

Our Chocolate Lovers tin features 5 sweet treats that you can't resist!

*Milk Chocolatey Pretzels, White Chocolatey Pretzels, White Ruby, Peanut Butter Cup, Sea Salt Splash*

Net Wt. 55 oz. ☺ \$60



### CHEDDAR CHEESE

Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheeses that will keep you coming back for more.

Net Wt. 7 oz. ● \$20 ☺



### CARAMEL WITH SEA SALT

Caramel corn made with real butter, brown sugar, and the perfect amount of sea salt. The crunchy, sweet, and salty combination will leave you wanting more.

Net Wt. 15 oz. ♦ \$30 ☺



### MILITARY DONATION

Send the gift of popcorn to our military men & women, their families and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery.

☹ \$30/\$50





# Unit Commission & Incentives

## Unit Commission – Show & Sell and Take Order Sales

- Base Commission – 31% (Units facilitate their own prizes and handle any credit card fees)
- +1% Units attend District's Kernel Training – in person or via zoom (Total 32%)
- +1% Unit has average of \$250 per Scout, based on July 31, 2023 Membership. \* (Total 33%)

OR

- +2% Unit has average of \$400 or more, per Scout, based on July 31, 2023 Membership. \* (Total 34%)

\*This would be an amount that is locked in per Unit. Therein, any new youth recruited during fall 2023, would decrease that average per scout youth.

- Ex. July Registered Youth = 10 youth, average \$250 in sales each or \$2,500 in total sales. If the Unit recruits 10 youth, now having 20 registered youth, the goal would still be \$2,500, but now the youth only need to average \$125 in sales for the unit to earn the additional 1%.

## Unit Commission – Online Sales

- 30% Commission for online sales with free shipping on all orders

## 2023 Popcorn Incentive Plan

Popcorn Sales Level	Program Fee Incentive Credit
---------------------	------------------------------

\$200	\$5
\$300	\$10
\$400	\$15
\$500	\$20
\$600	\$25
\$700	\$30
\$800	\$35
<b>\$900</b>	<b>\$80</b>
\$1,250	Scout aged appropriate reward valued at \$40
\$2,500	Credit for half of the early bird camp fee for 2024 Quivira Council Camps.

We want to thank the Scouts that go the extra mile by rewarding them for hitting \$900 in sales and giving them full credit for their program fee at recharter or membership renewal time



# Quivira Council Incentives

## Top Seller Awards

<b>Council Top Seller**</b>	<b>\$300 Amazon Gift Card</b>
<b>Top Seller from each District</b>	<b>\$150 Amazon Gift Card</b>
<b>Next Top 10 Sellers (all Districts)</b>	<b>\$100 each - Amazon Gift Card</b>
<b>Next Top 10 Sellers (all Districts)</b>	<b>\$50 each - Amazon Gift Card</b>
<b>Next Top 30 Sellers (all Districts)</b>	<b>\$25 each - Amazon Gift Card</b>

\*\*Note: Council top seller is excluded from District top seller awards

## NEW 2023 Prize options for Pack Sellers!

- **Pack Option 1 - Victorinox Bear Necessities Swiss Army Knife**
- **Pack Option 2 - BSA Single Person Hammock with Straps**

Every Scout that reaches/surpasses \$1,250 in total sales will receive this Council level prize. For Pack level Scouts, their choice of a camping rated hammock or, for Bear Scouts or higher, a Swiss Army Knife. Any Scout that qualifies can also choose a \$40 Amazon gift card for their Council prize instead of a knife or hammock.



## 2023 Knife for Troops/Crews/Ship Sellers!

- **Troop Option 1 - 10" Damascus Turquoise Hunter Fixed Blade**
- **Troop Option 2 - CRKT Drifter EDC Folding Pocket Knife**

Every Scout that reaches/surpasses \$1,250 in total sales will receive this Council level prize. For Troop level Scouts, their choice of high-quality knives. Any Scout that qualifies can also choose a \$40 Amazon gift card for their Council prize instead of a knife.



### Notes:

- Unit will be responsible for turning in list of earners to Council by October 31, 2023.
- Council will issue knives to Unit Leaders, with the expectation that Unit Leaders present them to youth with parent/guardian present.
- It is recommended that Units create a Sheath Knife policy if they intend to allow youth to carry/use sheath knives during Unit events (example policy is posted to the popcorn page at [www.quivira.org/popcorn-sale/](http://www.quivira.org/popcorn-sale/)).
- Currently, sheath knives are NOT ALLOWED at Quivira Council District or Council activities.



# Pecatonica Winner's Circle

★ **SELL \$3,000**

PICK A PRIZE FROM THE WINNER'S CIRCLE FOR EVERY \$3,000 SOLD

*Prizes subject to availability*



**\$200 AMAZON  
GIFT CARD**



**\$200 BEST BUY  
GIFT CARD**



**32" SMARTCAST  
TV**



**AIRPODS**



**AMAZON FIRE  
10" TABLET**



**LASER TAG**



**ELECTRIC  
SCOOTER**



**QUADCOPTER  
DRONE**

## 2023 Popcorn Patch

Sell 1 item = earn the 2023 Popcorn Patch!



# *Pecatonica River Popcorn Tools*

## ***Kernel Tracker***

- Web based app (any kernel with an internet browser can access).
- Unit kernels can manage their unit's popcorn inventory.
- Assign product to Scouts.
- Print out Scout summary for Scouts.
- View retail value and amount of product on hand at any time.
- Track your unit's sales against the unit goal.
- Manage your Show & Sell booth sale schedule.

View tutorial at <https://pecatonicariverpopcorn.com/Tutorials.html>

## ***MyPRPopcorn***

- Scouts can share short video via social media, email, and text message to promote online sales.
- Seller id auto populates to ensure Scout receives proper credit.
- Sign up for your unit's booth sales.
- Track your sales against your personal goal.

View tutorial at <https://pecatonicariverpopcorn.com/Tutorials.html>

# *Unit Swaps*

## **Giving Unit**

1. Post on Quivira Council Popcorn Facebook page details of product you have available to swap or contact your District Kernel if you are not on Facebook
  - a. <https://www.facebook.com/groups/QuiviraCouncilPopcorn>
2. When contacted by Unit who needs your product, send email to kernel with quantities (cases and containers) of each product.
3. Confirm date/location of product swap via email
4. Once product is swapped, forward the details in an email to [QCpopcornswaps@gmail.com](mailto:QCpopcornswaps@gmail.com) and CC the Unit's kernel receiving the popcorn.

Adjustments will be made to each unit's popcorn invoice statement to reflect the product transfer within Pecatonica River's System.

# *Unit Returns to Council*

**Full cases\*\*** of product may be returned to the Council during the following dates/times:

Friday, October 20 from 11:00am-1:00pm and 4:00-5:30pm  
Friday, October 27 from 11:00am-1:00pm and 4:00-5:30pm

## **\*\*Note**

- Units may not return more than 10% of your initial show and sell order
- Chocolate products cannot be returned

# *Ideas for Unit Incentives*

## **For your Scouts & Families!**

An effective way to grow your unit's popcorn sale is to offer incentives that excite both Scouts and parents! The Scouts will get excited to sell popcorn so they get to throw a pie in their Den Leader's Face, but will that motivate the parent to get their Scout out to a booth sale at 2 PM on a Saturday?

**Here are some ideas to consider (each Unit Committee can decide on your own amounts and incentives):**

- If a Scout sells \$225, the Unit will pay for registration fees (currently \$80 per year)
- If a Cub Scout sells \$500, the Pack will pay for Resident Camp
- If a Scout sells \$1,500, the unit will pay for Resident Camp
- Consider a weekly prize for that week's Scout with the most sales
  - Baked Goods, Pie in Leader's Face, and Coupon for Ice Cream, Gift Card, etc.
- Top 20 sellers win Gaming Truck Party
- Pie in the Face of a Leader if you sell \$1,000 or more
- Top Den gets party choice: bowling, skating, pizza, root beer floats, etc.
- Weekly drawing for anyone over minimum sale \$.

## *Answers to Objections at Point of Sale*

### *I cannot eat popcorn...*

That's ok. You can still support us and the military by sending popcorn to troops overseas. Popcorn also makes a great gift for someone else. Which one works best for you?

### *Popcorn is not healthy...*

Many snack foods 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...*

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 and helping. Think of it this way: you are donating to Scouting and this popcorn is your thank you gift. Which one would you like?

### *We already bought popcorn...*

Great! Thank you for supporting scouts.

### *I am allergic...*

I'm sorry to hear that. Our popcorn is Gluten Free, and some is made in a nut-free facility. Would you consider sending some popcorn to military members overseas and in VA hospitals? You can support both Scouting and the military that way.

### *I don't support the Scouts...*

Thank you very much for your time. I hope you have a good day.



# Selling Methods

## SHOW & SELL SALE

Scouting units order popcorn in advance and set up locations where customers purchase the products directly or Scouts go door-to-door taking orders for product and then delivery immediately from their inventory. This method eliminates the follow-up trip.

## UNIT RETAIL STORE “BOOTH SALES”

Scouts, as a group, sell product in front of retail stores, churches, etc. This is one of the most effective ways to Show & Sell.

## TAKE ORDER SALE

Scouting families receive order forms. Scouts go door-to-door, use social media, make personal phone calls and take orders from family, friends and co-workers, collecting the money up front. The popcorn arrives in November and Scouts then deliver the product.

There is no “trick” to selling. Most people want to support the Scouts and are happy to buy.

All you need to do is ask!

Hello my name is \_\_\_\_\_.  
I am a Scout with Pack/Troop \_\_\_\_\_ here in \_\_\_\_\_.  
We are selling gourmet popcorn to raise money for our unit to attend camp.  
Will you help support my Scouting year?

## ONLINE SALES

Scouts can use the “My PR Popcorn” app and customize an account to sell product online to friends and family members who live far away. Online sales will count toward Scout sales totals and prizes during the sales period. (Popcorn Kernels must first enter Scouts into Scout Boss before they can sell online.)

## Selling Tips

- **Be Neat** – always wear your uniform
- **Be Prepared** – know your products and what you are going to say
- **Maintain Eye Contact** – be confident
- **Speak Loudly and Clearly**
- **Always Be Polite & Courteous**
- **Thank Everyone** – even the people who don’t buy anything
- **Keep Moving** – the more people you approach and talk to, the more popcorn you will sell
- **Keep Smiling**

## Safety Tips

- **Buddy System** – always have a buddy or adult with you when selling
- **House Rules** – politely decline to enter a stranger’s house unless an adult is with you
- **Money Matters** – keep checks and cash in a popcorn sale envelope with your name on it
- **Road Rules** – walk on the sidewalk whenever possible and always look both ways when crossing the street
- **Curfew** – never sell after dark

# 2023 Online Offerings

These products can be ordered from the Scout's account at [www.prpopcornstore.com](http://www.prpopcornstore.com)



## PECATONICA RIVER POPCORN



### PECATONICA RIVER POPCORN

 <p><b>A. TRUSTWORTHY DUO</b> Caramel, Cheese \$30.00 <a href="#">ADD TO CART</a></p>	 <p><b>B. LOYAL FAVORITE</b> Butter \$30.00 <a href="#">ADD TO CART</a></p>	 <p><b>C. FRIENDLY BUNDLE</b> Caramel, Cheese, Honey Roasted Peanuts \$35.00 <a href="#">ADD TO CART</a></p>	 <p><b>D. KIND AND SPICY COMBO</b> Jalapeno Cheese, Buffalo Ranch, Cap'n Crunch \$35.00 <a href="#">ADD TO CART</a></p>	 <p><b>E. COURTEOUS CLUSTER</b> Caramel, Cheese, Sea Salt Splash \$40.00 <a href="#">ADD TO CART</a></p>	 <p><b>F. HELPFUL MIX</b> Caramel, Cheese, Pecan Caramel Clusters \$40.00 <a href="#">ADD TO CART</a></p>	
 <p><b>G. OBEDIENT BLEND</b> Caramel, Cheedar, Cashew Caramel Clusters \$40.00 <a href="#">ADD TO CART</a></p>	 <p><b>H. CHEERFUL VARIETY</b> Pecan Clusters, Cashew Clusters, Sea Salt Caramels \$45.00 <a href="#">ADD TO CART</a></p>	 <p><b>I. THRIFTY BREW</b> Caramel, Coffee, Mocha Chocolate Cups \$45.00 <a href="#">ADD TO CART</a></p>	 <p><b>J. BRAVE MEDLEY</b> Pecan Clusters, Cashew Clusters, Mocha Cups, Sea Salt Caramels \$50.00 <a href="#">ADD TO CART</a></p>	 <p><b>K. CLEAN CLASSIC</b> White Ruby \$50.00 <a href="#">ADD TO CART</a></p>	 <p><b>L. REVERENT COLLECTION</b> Caramel, Cheedar Cheese, Sea Salt Splash, Coffee, Cashew Caramel Clusters \$60.00 <a href="#">ADD TO CART</a></p>	 <p><b>M. MILITARY DONATION</b> \$10.00 <a href="#">ADD TO CART</a></p>

**FREE SHIPPING ON ALL ORDERS!!!**

[pops@prpopcorn.com](mailto:pops@prpopcorn.com)

**FREE SHIPPING ON ALL ORDERS!!!**














## BENEFITS FOR LEADERS

- **No handling** of products, free shipping directly to consumers.
- **No risk** of excess inventory due to over ordering product up front.
- **No collecting** cash, all orders processed with a credit card.
- **Less work** for leaders.
- **Sales tracked** through the webpage for accurate accounting.

## BENEFITS FOR SCOUTS & PARENTS

- **No handling** of cash or products.
- **Time saver** by not having to go back and deliver products.
- **Share** online id with family and friends via MyPRPopcorn webpage.
- **Specialized** mixes that are not available via traditional sales.

# Helpful Information

Product		Length	Width	Height	Weight	Items Per Case
2 lb. Yellow Popping Corn		12 1/2"	12 1/2"	9 1/2"	18 lbs.	8
8 oz. Classic Caramel Corn		12 1/2"	12 1/2"	12 1/2"	6 lbs.	8
15 Pack Butter - Microwave		16 3/4"	10 1/2"	12 1/2"	25 lbs.	8
15 Pack Kettle - Microwave		16 3/4"	10 1/2"	12 1/2"	25 lbs.	8
7 oz. Cheddar Cheese		25"	13"	9 1/4"	7.33 lbs.	8
7 oz. Jalapeno Cheese		25"	13"	9 1/4"	7.33 lbs.	8
15 oz. Trail Mix		11"	11"	13"	11.5 lbs.	8
15 oz. Sea Salt Splash		12"	12"	15 1/4"	13 lbs.	8
15 oz. Peanut Butter Cup		12"	12"	15 1/4"	13 lbs.	8
15 oz. Caramel w/Sea Salt		12"	12"	15 1/4"	13 lbs.	8
19 oz. Classic Trio		9 1/4"	9 1/4"	7 1/2"	3 lbs.	1
20 oz. Cheese Lovers 4 Way		11"	11"	8 1/2"	3 lbs.	1
55 oz. Chocolate Lovers 5 Way		10 3/4"	11"	12 1/2"	6 lbs.	1

# Helpful Information - Continued

## Helpful Loading Tips

- 25 cases or less will fit into most standard 4 door sedans
- Most truck boxes will hold between 25 - 50 cases
  - A topper or a tarp is strongly suggested for truck boxes
- Up to 40 cases will fit into most SUV's (Explorer, Blazer)
- Up to 60 cases will fit into most Mini Vans with no seats
- Up to 75 cases will fit into a Suburban with no seats
- For orders larger than 75 cases, enclosed trailers are best

## District Pick Up and Distribution

- Emails will be sent out by your district kernel to assist the unit kernel in distribution of ordered popcorn. They will ask that you schedule a specific time on the pick-up date. You will pick up your popcorn along with other units/groups so please be on time! Pickup times are every 15 minutes.
- Upon arriving to the pick-up location, **YOU WILL BE RESPONSIBLE** to double count your separated order to verify that it is accurate. **Once verified you will be asked to sign a packing slip.**
- On the Second Distribution Day, Units need to turn in the Final Take-Order popcorn check before popcorn will be allowed to leave the distribution sites. Do not write the final check until the Council informs you of the final number. *(Amounts can change based on inter unit swaps, transfers, area swaps, commission changes, and other variables.)*
- After receiving your Final Order, please get the popcorn to your Scouts for **prompt delivery to customers**. All money should have already been collected by this time.

## Handling/Storage of Popcorn

- Do not store popcorn at temperatures above 75 degrees Fahrenheit
- Do not store in direct sunlight
- Do not handle in rough manner
- Do not store the product in damp conditions





# PATH TO ADVANCEMENT

## Cub Scout Advancement Opportunities



### TIGERS



Curiosity, Intrigue and Magical Mysteries

Create a secret code to use during your Popcorn Sale (Req. 3)



Stories in Shapes

Create an art piece advertising your Popcorn Sale (Req. 3)



Tiger Tales

Create your own Tall Tale about your Popcorn Sale (Req. 2)



### WOLVES



Howling at the Moon

Show you can communicate in at least two different ways (Req. 1) and create a Popcorn Skit (Req. 2)



Paws on the Path

Tell what the Buddy System is and why you need to use it during your Popcorn Sale (Req. 2)



### BEARS



Roaring Laughter

Create your own short story about popcorn fundraising (Req. 3)



### WEBELOS & ARROW OF THE LIGHT



Art Explosion

Create a Popcorn Sale poster on a computer (Req. 3f) or a T-shirt or hat (Req. 3g) for display at your Show 'n' Sell



Build It

Create and build a carpentry project to advertise your Popcorn Sale. List all the tools you used to build it. Check which ones you've used for the first time (Req. 3)



Movie Making

Create a story about your Popcorn Sale and do ALL requirements for Movie Making (Req. 1-3)

## Merit Badge Opportunities



Art

For requirements 5a – Produce a Popcorn Sale poster for display



Communication

For requirement 2b – Make a Popcorn Sales presentation to your counselor  
For requirement 6 – Show your counselor how you would teach others to sell Popcorn



Digital Technology

For requirements 6d – Create a report on what you and your troop can do with the funds earned from selling Popcorn



Graphic Arts

For requirements 3 and 4 – Design a poster for use during the Popcorn Sale, and follow the various steps described for ONE of the printing methods to produce copies of the poster



Journalism

For requirement 3d – Create a 200 word article about your Troop's Popcorn Sale



Movie Making

For requirement 2 – Create a storyboard and video designed to show how to sell popcorn



Personal Management

For requirements 9 – Define your Popcorn Sales Goal. Create a plan, and make a calendar for how you will achieve your goal with all your other activities



Photography

For requirement 5a, b, f – Take photographs of popcorn, Scouts selling popcorn, and other activities related to the sale. Then, arrange the prints with captions to tell a story of the sale (Req. 7)



Public Speaking

For requirement 2 – Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop



Salesmanship

All requirements for this merit badge may be completed through the Popcorn Sale



Truck Transportation

For requirement 2 – Describe what kind of truck would be needed to ship popcorn from the factory to your Council, tell how the popcorn would be packed, estimate the time for the trip and explain what would be the best way to unload the shipment

# Square Credit Card Reader



**Small credit card reader, big possibilities! Take in-person card payments anywhere with Square.**

Accept credit cards anywhere! Square readers works with the free Square Point of Sale app to allow everyone to take payments on their smartphone or tablet. Increase your popcorn sales with the latest technology.



- ✓ Fast setup
- ✓ Next day funding
- ✓ Free card reader & app
- ✓ Load your inventory and track sales
- ✓ Live customer service support
- ✓ No commitments

**Signing up is simple!**

Just head to [squareup.com/i/PRPOPCORN1](https://squareup.com/i/PRPOPCORN1) to sign up for Square for FREE. \*

**\*Credit card fees are not paid by Pecatonica River Popcorn**





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