Quivira Council
2023 Popcorn Sale Guidebook
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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 Council Key: 198QC

Popcorn Staff Advisor: Kevin Gorman 316-491-2231 or kevin.gorman@scouting.org

Kanza District:
Shanna Miller – District Kernel 785-623-3972 smigcowgirl@yahoo.com
Luke Zimmerman – District Executive 316-207-8116 luke.zimmerman@scouting.org
Distribution Warehouse Midwest Energy 1025 S. Patton Rd., Great Bend, KS

Osage Nation
Trystan Thompson – District Kernel 620-750-0197 tryssiet@gmail.com
Stacey Wood – District Associate 620-205-8118 stacey.wood@scouting.org
Distribution Warehouse Cleaver Farm 208 W 21st, Chanute, KS

Pawnee District
Reagan Sprow – District Kernel 402-217-5368 reagansprow@gmail.com
Luke Zimmerman – District Executive 316-207-8116 luke.zimmerman@scouting.org
Distribution Warehouse City Beverage Co. 2 S. Kirby, Hutchinson, KS

South Winds District
Tammie Smith – District Kernel 316-650-3617 smith25tammie@hotmail.com
Alex Schmitt – District Executive 620-708-1637 alex.schmitt@scouting.org
Distribution Warehouse United Warehouse 907 E. 45th St. N., Wichita, KS

White Buffalo District
Sherri Hamilton – District Kernel 316-304-1337 wbpopcornkernel@hotmail.com
Jenny Jackson – Co-District Kernel 316-250-6317 jacksonjenb@gmail.com
Michael Redondo – District Director 316-617-4488 michael.redondo@scouting.org
Distribution Warehouse United Warehouse 907 E. 45th St. N., Wichita, KS
2023 QC Popcorn Sale Timeline

Tuesday, August 1st
Kanza District Unit Kernel Training at Roundtable

Thursday, August 3rd
Osage Nation District Unit Kernel Training at Roundtable
Pawnee District Unit Kernel Training at Roundtable

Wednesday, August 9th
WB/SW District Unit Kernel Training (all Districts welcome)

Friday, September 1st
Red Wagon Sale/Show & Sell Orders due by 11:59 PM
www.prpopcorn.com

Thursday, September 21st
Red Wagon/Show & Sell Distribution
White Buffalo and South Winds Districts

Friday, September 22nd
Sale Begins

Friday, September 22nd
Red Wagon/Show & Sell Distribution
Kanza and Pawnee Districts

Saturday, September 23rd
Red Wagon/Show & Sell Distribution
Osage Nation District

Sunday, October 29th
Clipboard Sales/Take Orders due by 11:59 PM
www.prpopcorn.com

Thursday, November 16th
Clipboard Sales/Take Orders Distribution
White Buffalo and South Winds Districts

Friday, November 17th
Clipboard Sales/Take Orders Distribution
Kanza and Pawnee Districts

Saturday, November 18th
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 handout, 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

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

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

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

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

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

THE CHIEFS TIN

TRAIL MIX
This flavorful treat has roasted peanuts, raisins, butter toasted peanuts, chocolate candies, sunflower seeds, and almonds.
Net Wt. 14 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

CHEESE LOVERS
Cheese, cheese, and more cheese!
A combination that will satisfy any cheese lover's appetite.
Cheddar Cheese, Jalapeno Cheese, Buffalo Ranch, White Cheddar
Net Wt. 20 oz.  ▶ $45

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

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

Caramels 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

CHOCOLATE LOVERS
Our Chocolate Lovers tin features 5 sweet treats that you can’t resist!
Milk Chocolate Pretzels, White Chocolate Pretzels, White Ruby, Peanut Butter Cup, Sea Salt Splash
Net Wt. 55 oz.  ▶ $60

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

POPCORN SALE
ADVENTURE, FAMILY, FUN, CHARACTER, LEADERSHIP AND SO MUCH MORE...
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.

  o 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

<table>
<thead>
<tr>
<th>Popcorn Sales Level</th>
<th>Program Fee Incentive Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>$200</td>
<td>$5</td>
</tr>
<tr>
<td>$300</td>
<td>$10</td>
</tr>
<tr>
<td>$400</td>
<td>$15</td>
</tr>
<tr>
<td>$500</td>
<td>$20</td>
</tr>
<tr>
<td>$600</td>
<td>$25</td>
</tr>
<tr>
<td>$700</td>
<td>$30</td>
</tr>
<tr>
<td>$800</td>
<td>$35</td>
</tr>
<tr>
<td>$900</td>
<td>$80</td>
</tr>
<tr>
<td>$1,250</td>
<td>Scout aged appropriate reward valued at $40</td>
</tr>
<tr>
<td>$2,500</td>
<td>Credit for half of the early bird camp fee for 2024 Quivira Council Camps.</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Council Top Seller**</td>
<td>$300 Amazon Gift Card</td>
</tr>
<tr>
<td>Top Seller from each District</td>
<td>$150 Amazon Gift Card</td>
</tr>
<tr>
<td>Next Top 10 Sellers (all Districts)</td>
<td>$100 each - Amazon Gift Card</td>
</tr>
<tr>
<td>Next Top 10 Sellers (all Districts)</td>
<td>$50 each - Amazon Gift Card</td>
</tr>
<tr>
<td>Next Top 30 Sellers (all Districts)</td>
<td>$25 each - Amazon Gift Card</td>
</tr>
</tbody>
</table>

**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/).
- 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

[Sell $3,000 prizes]

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 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

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

<table>
<thead>
<tr>
<th>Level</th>
<th>Activity</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tigers</strong></td>
<td>Curiosity, Intrigue and Magical Mysteries</td>
<td>Create a secret code to use during your Popcorn Sale (Req. 3)</td>
</tr>
<tr>
<td></td>
<td>Stories in Shapes</td>
<td>Create an art piece advertising your Popcorn Sale (Req. 3)</td>
</tr>
<tr>
<td></td>
<td>Tiger Tales</td>
<td>Create your own Tall Tale about your Popcorn Sale (Req. 2)</td>
</tr>
<tr>
<td><strong>Wolves</strong></td>
<td>Howling at the Moon</td>
<td>Show you can communicate in at least two different ways (Req. 1) and create a Popcorn Skit (Req. 2)</td>
</tr>
<tr>
<td></td>
<td>Paws on the Path</td>
<td>Tell what the Buddy System is and why you need to use it during your Popcorn Sale (Req. 2)</td>
</tr>
<tr>
<td><strong>Bears</strong></td>
<td>Roaring Laughter</td>
<td>Create your own short story about popcorn fundraising (Req. 3)</td>
</tr>
<tr>
<td><strong>Webelos &amp; Arrow of the Light</strong></td>
<td>Art Explosion</td>
<td>Create a Popcorn Sale poster on a computer (Req. 3) or a T-shirt or hat (Req. 3g) for display at your Show ‘n’ Sell</td>
</tr>
<tr>
<td></td>
<td>Build It</td>
<td>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)</td>
</tr>
<tr>
<td></td>
<td>Movie Making</td>
<td>Create a story about your Popcorn Sale and do ALL requirements for Movie Making (Req. 1-3)</td>
</tr>
</tbody>
</table>

## Merit Badge Opportunities

<table>
<thead>
<tr>
<th>Merit Badge</th>
<th>Requirement</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Art</strong></td>
<td>5a</td>
<td>Produce a Popcorn Sale poster for display</td>
</tr>
<tr>
<td></td>
<td>2b</td>
<td>Make a Popcorn Sales presentation to your counselor</td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>Show your counselor how you would teach others to sell Popcorn</td>
</tr>
<tr>
<td><strong>Communication</strong></td>
<td></td>
<td>For requirements 6d – Create a report on what you and your troop can do with the funds earned from selling Popcorn</td>
</tr>
<tr>
<td><strong>Digital Technology</strong></td>
<td></td>
<td>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</td>
</tr>
<tr>
<td><strong>Graphic Arts</strong></td>
<td></td>
<td>For requirement 3d – Create a 200 word article about your Troop’s Popcorn Sale</td>
</tr>
<tr>
<td><strong>Journalism</strong></td>
<td>2</td>
<td>Create a storyboard and video designed to show how to sell popcorn</td>
</tr>
<tr>
<td><strong>Movie Making</strong></td>
<td>8</td>
<td>Create a story about your Popcorn Sale</td>
</tr>
<tr>
<td><strong>Personal Management</strong></td>
<td>9</td>
<td>Define your Popcorn Sales Goal. Create a plan, and make a calendar for how you will achieve your goal with all your other activities</td>
</tr>
<tr>
<td><strong>Photography</strong></td>
<td>5a, b, f</td>
<td>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)</td>
</tr>
<tr>
<td><strong>Public Speaking</strong></td>
<td>2</td>
<td>Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop</td>
</tr>
<tr>
<td><strong>Salesmanship</strong></td>
<td></td>
<td>All requirements for this merit badge may be completed through the Popcorn Sale</td>
</tr>
<tr>
<td><strong>Truck Transportation</strong></td>
<td></td>
<td>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</td>
</tr>
</tbody>
</table>
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