

## 2018 Popcorn Fundraiser

There are plenty of good reasons for your Scouts to take part in the annual popcorn fundraiser! Besides the money that can be earned for camp and Scouting activities throughout the year, Scouts learn valuable skills like teamwork, goal setting, time management and salesmanship - just to name a few.

On this resource page, you will find useful information to aid you and your unit in the popcorn sale and, as always, the council is here to help answer any questions that you may have.

Council Key to create a unit profile on [www.prpopcorn.com](http://www.prpopcorn.com) is 615MAC. This site will allow you to commit to the sale, order your popcorn, and register scouts for the Winner's Circle.

Note: If your unit is not available as an option during account creation, an account has already been created.

You'll find the "Popcorn Take Order Form and Item Descriptions" PDF at the bottom of this page.

### 2018 Popcorn Sale Key Dates

- Council Kickoff: August 9
- Create unit account at [www.prpopcorn.com](http://www.prpopcorn.com)
- Distribute Take Order Forms and Take to Work Table Tents to Scouts
- Popcorn Take Order Sale Begins: August 20
- Units Commit to the Sale Online: By August 24
- Show & Sell Orders Due: August 29
- Show & Sell Pickup (Speedway Tire, Fairmont): September 14
- Take Orders Due to Council: October 26
- Prize Orders Due to Council: October 26
- Popcorn Pickup (Camp Mountaineer Maintenance Building): November 14
- Payment Due to Council: December 3

Incentives - Top Unit Commission is 37%!

- 30% Base Commission
- 2% Attend Unit Training (Council Kickoff)
- 2% Increase Unit Sales By 10% (\$1,000 minimum; Applies only to Show & Sell and Take Order Sales)
- 1% Commit to the Popcorn Sale by August 24th (create unit profile on prpopcorn.com)
- 1% Hold a Unit Show & Sell
- 1% Post Dated Check at Popcorn Pickup

### Selling Tips

- A Scout is prepared...always have an extra pen or pencil to keep your Take Order form as neat as possible. ^ ^ ^
- A Scout is kind...always say "Thank You", even if the customer does not place an order.
- A Scout is courteous...always be polite; wear a smile and introduce yourself. ^ ^ ^
- A Scout is friendly...always smile!
- A Scout is trustworthy...be honest when telling a customer how great the product really is.
- A Scout is loyal...never give up!
- A Scout is clean...make sure you always wear your uniform.
- When you are selling, tell the people what the money goes toward.
- A Scout is cheerful....call the customer by his or her name if you know it.
- Make sure you know all the different types of products you're selling.

### Remember

- Always sell in pairs accompanied by an adult. ^ ^ ^ ^ ^
- Never carry large amounts of cash with you.
- Never enter anyone's house alone. ^ ^ ^ ^ ^
- Never sell after dark unless you are with an adult.

## Unit Resources

- Unit Popcorn System Login
- Scout Boss: Web Based Ordering System Video
- Scout Boss Navigation with Pictures PDF
- Kernel Tracker: Phone App Video
- Sales Tools & Helpful Tips (Military Donation Receipts, Sorry We Missed You Cards, Popcorn Receipts, Tasting Kit Name Cards, etc.)
- Four Ways to Sell
- Online Sales
- Online Sales - Unit Kernels
- Online Sales - Scouts
- Nutritional Information
- Grandfathered Scholarship Recipient Form
- Scout Sales Script
- Overcoming Buying Objections
- Overcoming Selling Objections
- Popcorn Take Order Form & Item Descriptions
- Seller Prizes
- Unit Prize Order Form (Assists Kernal with compiling prize orders prior to web entry)