

The Leader's Guide to the 2023 Popcorn Campaign



BOY SCOUTS OF AMERICA®
WEST TENNESSEE AREA COUNCIL

in partnership with

CAMP MASTERS
GOURMET POPCORN

Ready? Set! Go!

Ready for the best sale ever?!

2023 CAMP MASTERS is providing all Councils and Units with training and marketing resources. Some information on these resources is included in this guide. And you'll gain access to others over the coming months leading up to the sale.

Join our Facebook group [facebook.com/groups/campmastersunitsparentsandscouts](https://www.facebook.com/groups/campmastersunitsparentsandscouts).

Also check out <https://www.campmasters.org/> for more resources.

However, if there is anything you need to help fuel your popcorn success, please don't hesitate to reach out by email to our great team for assistance:

customerservice@campmasters.org.

We are fully invested in your popcorn success!

Warm Regards,

Jason Sieg
Vice President of Sales and Marketing
CAMP MASTERS Popcorn Brand



CAMP MASTERS
GOURMET POPCORN

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Let's make this your best sale ever!

Congratulations on choosing to have your Unit fund its program through the Popcorn Fundraiser. You've likely heard many times that *"it's not about selling popcorn, it's supporting Scouting."* But what does this mean? And how does it impact each individual Scout?

Scouting is here to help children become ethical adults that make good decisions. And popcorn serves an important role in this mentorship. It's a learning activity, just like any other, designed to build important skills towards this goal. Specifically:

Association with Adults

Kids are sometimes shy or fearful around adults, even ones they know. For most, this doesn't resolve itself as they age. They gain the opportunity for exposure and practice communicating with adults by participating in the popcorn sale. They build the confidence that will make future things like college essays, job interviews and talking to their boss so much easier. It sounds like a simple interaction, but it's a way for them to overcome a tough barrier and learn how to navigate an adult-run world.

Salesmanship and Entrepreneurship

Learning to set and reach goals through action helps Scouts develop important business skills. They learn how to best represent themselves and persuade others. In the future, they can use these tools to gain funding for a revolutionary business idea or be a strong team leader within their organization.

Grow and Sustain Scouting

Scouting is not just an activity, but also a future career path. The mission of the organization needs strong leaders to carry the mentorship and impact forward into future generations. Everything they learn by participating prepares them to teach others what they know in Scouting or whatever future career they choose. Popcorn also brings Scouting to the attention of many others who may not be familiar with all that Scouting has to offer.

Fund Membership and Activities

The funds you raise can be used to cover registration fees, uniforms, trips, activities, day camps, summer camps, and high adventure experiences within the program. Fewer out-of-pocket expenses for families equals better-equipped kids and more participation.

Help all of your families save money by encouraging 100% participation! This year's popcorn fundraiser can be the best fundraiser EVER!

Creating and Maintaining Momentum!



Fundraising is **not** a sales pitch but a long-term partnership between your Unit and the people in your community.

Perhaps the hardest part of any fundraiser is creating and keeping the momentum up before and during the sale.

Families are busy and Scouting may not be their only after-school activity. So we've compiled a list to help you keep excitement and spirits high throughout the popcorn sale.

- Ensure everyone knows the purpose of the fundraiser. Spread the word in every way possible!
 - Send letters home with your Scouts.
 - Talk to the parents individually. Share what the proceeds will be used for.

Dear Scouting Families

- A game board for Scouts to help them reach their sales goal.
- Promote popcorn as a great gift for teachers, coaches, employees, and business associates.
- An award/reward for the first, second, and third place Scouts to reach a specific objective you set during your popcorn sale.
- A "Make A Difference" flyer explains how a popcorn purchase benefits Scouts and their units. This helps make people feel good about making a difference.
- A goal guide with tips on keeping fundraisers motivated by setting weekly or monthly goals. You can also include bonuses or prizes for incentives.
- A printable progress chart to keep Scouts and families informed.

Important Dates

Date	Time	Event or Deadline
Aug 3	6:00 PM	Program Extravaganza Popcorn Online Sales Period Starts Popcorn Sales Starts (Take Orders)
Aug 25		All Unit Show & Sell Orders Due into Camp Masters system
Sep 14		Show & Sell Popcorn Distribution
Sep 15-17		Storefront Selling Locations Weekend #1
Sep 22-24		Storefront Selling Locations Weekend #2
Sep 29- Oct 1		Storefront Selling Locations Weekend #3
Sep 30- Oct 15		\$650 Sales Blitz Club
Oct 6-8		Storefront Selling Locations Weekend #4
Oct 13-15		Storefront Selling Locations Weekend #5
Oct 20-22		Storefront Selling Locations Weekend #6
Oct 27	Before 5 PM	Popcorn Sales Ends <ul style="list-style-type: none"> • Show-N-Sell Product Return (Full Cases Only) • Unit Show-N-Sell Payment Due • Take Order Due • Unit Prize Order Due
Nov 16-17		Take Order Product Pickup at District Distribution Sites
Dec 2	Before 5 PM	Unit Balance Due (Pay with one Unit Check.) Last day for any prize orders not submitted

Unit Show-N-Sell Dates

1. _____ 2. _____
3. _____ 4. _____

Got questions? Call us!

Western District

(Serving Lake, Obion, Dyer, Lauderdale, Haywood, Tipton, and Fayette)

Volunteer Kernel

☹ Vacant

District Executive

☹ Vacant

Please Contact Susan Gall
731.668.3787
Susan.Gall@scouting.org

Central District

(Serving Crockett, Gibson, Henderson, and Madison)

Volunteer Kernel

☹ Vacant

District Executive

Misty Croom
731.234.5986
Misty.Croom@Scouting.org

Highlands District

(Serving Benton, Carroll, Decatur, Henry, and Weakley)

Volunteer Kernel

Tara Steinberg
731.213.8608
tarasteinberg17@gmail.com

Senior District Executive

John Mayros
731.707.3828
John.Mayros@Scouting.org

Council Contacts

Council Volunteer Kernel

Tabitha Merrell
731-924-8331
Chicagogirl70@hotmail.com

Council Staff Adviser

Clint Beilke
931.614.5976
Clint.Beilke@scouting.org

Popcorn Specialist

Susan Gall
731.668.3787
Susan.Gall@scouting.org

Shiloh District

(Serving Chester, Hardin, Hardeman, and McNairy)

Volunteer Kernel

☹ Vacant

Senior District Executive

John Mayros
731.707.3828
John.Mayros@Scouting.org

Unit Popcorn Contact

Name: _____ Phone: _____

Email: _____

Product Lineup

Show-N-Sale Product List

3 Way Cheesy Cheese Tin	\$40
Supreme Caramel Corn Tin	\$30
22 pack Movie Theater Butter	\$30
12oz Salted Jumbo Cashews	\$25
14 pack Roasted Summer Corn	\$20
Cinnamon Crunch Bag	\$20
12 pack Kettle Corn	\$20
White Cheddar Cheese Bag	\$20
12 oz Honey Roasted Peanuts	\$20
Purple Popping Corn Jar	\$15
Caramel Corn Bag	\$15



To pick up your popcorn, follow these vehicle recommendations:

- Midsize car holds about 20 cases
- Luxury sized car holds about 40 cases
- Minivan holds about 60 cases
- Large SUV holds about 70 cases
- Large Pickup bed holds about 70 cases
- Rental Truck holds over 70 cases

Take order product List

ON AVERAGE 73% GOES TO SCOUTING

ZZ Support the Military and Scouting Too!

\$30 Military Donation

\$50 Military Donation

Choose from ZZ and CAMP MASTERS will send \$30 worth of popcorn to our military personnel.

Choose from WW and CAMP MASTERS will send \$50 worth of popcorn to our military personnel.

DO Tasty Trio Tin

This Tasty Trio has built in your mouth Chocolate Covered Pretzels, Sweet & Salty Jumbo Cashews and Caramelized Corn with sea salt candy — 28oz, 2.40 per lb.

\$60

P 3-Way Cheesy Cheese Tin

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a tasty Cheese Salsa popcorn (1.80 per lb).

— 15 oz, 3.15 per lb.

\$40

E Supreme Caramel Tin

Buttery gourmet Caramel Corn with Almonds, Pecans and Caramel — 18 oz, 1.67 per lb.

\$30

MM 22 Pack Movie Theater Extra Butter Microwave Popcorn

Popcorn perfectly seasoned with EXTRA BUTTER. Have just this the movie theater. America's #1 selling flavor! — 60

\$30

X Classic Trail Mix

Delicious wholesome gourmet includes peanuts, cranberries, raisins, chocolate candies and cashews — 16 oz per lb.

\$25

ZE Chocolate Drizzle Caramel Bag

Buttery gourmet caramel popcorn with chocolate drizzle — 14 oz. — 60.

\$25

ZG Salted JUMBO Cashews

Salted JUMBO Cashews — Fineymer's Cashews, fresh and crunchy — 12 oz. — 60.

\$25

G 14 Pack EXTRA BUTTER Roasted Summer Corn

If you like buttery corn on the cob, you'll love this EXTRA BUTTER Roasted Summer popcorn! — 60.

\$20

KT Cinnamon Crunch Popcorn Bag

Lightly sweet popcorn with warm, spicy Cinnamon — 13 oz. — 60.

\$20

YY 12 Pack Sweet & Salty Kettle Corn Microwave Popcorn

A sweet and salty old-fashioned kettle corn. Use the popcorn at all these exciting times! — 60.

\$20

ZD White Cheddar Cheese Bag

Cheesy goodness of white cheddar cheese on light, crunchy, crispy popcorn — 5 oz. — 60.

\$20

ZH Honey Roasted Peanuts

Fresh crispy peanuts roasted with crunchy honey glaze — 12 oz. — 60.

\$20

ZW Chocolatey Covered Pretzels Bag

Build in your mouth Chocolate Covered Pretzels.

\$20

V Purple Popping Corn Jar

This delicate popcorn contains natural flavors, has virtually no hulls and TASTES GREAT! No Artificial Anything! — 30 oz. — 60.

\$15

DD Caramel Popcorn Bag

Mouthwatering taste of delicate and crispy gourmet caramel popcorn. — 18 oz. — 60.

\$15

Commission & Prizes

Base Unit Commissions start at 28% and can go as high as 35%!
(Plus, an average of 5% in prizes and incentives are earned by Units.)

Bonus commissions are available to units that plan and grow:

Scouts Honors Bonus of 1%:

- Submit Unit orders online by October 27 before 5:00 PM.
- Return Show-N-Sell Items by October 27 (Full cases only).
- Host a Unit Kick-Off and set a Unit and Scout Sales Goal.

Online Sales Bonus of 2%

- Earn an additional 2% bonus when with a minimum of 20 transactions online.

15/15 Bonus of 4% (when you hit at least 2 of the following:

- Sell 15% more popcorn than you did in 2022. (Must sell at least \$2,500 to qualify)
- Sell \$15,000
- Return 15% or less of Show-N-Sell products
- Have a minimum of 25 Scouts sell 15 items (or a min. of 375 items sold).

-Units must meet all deadlines to qualify for bonus commissions.

-Bonus commissions will be credited after November 18 and will be applied to the entire sale.

-All online sales will receive 30% commission.

CHOOSE A PRIZE AND GO FOR IT!
Scouts can qualify for BOTH standard prizes AND an additional CAMP MASTERS High Achiever Prize

<p>\$5,000 LEVEL 14</p> <p>48 - Voucher to attend WTAC Resident Camp 49 - Voucher for WTAC Day Camp AND \$160 Gift Card for WTAC Scout Shop 50 - \$250 Gift Card to WTAC Scout Shop</p> <p>\$4,000 LEVEL 13</p> <p>43 - Adventure Camp Package 46 - Dart Zone Pro MK 3 47 - LEGO Star Wars The Justifier</p> <p>\$3,000 LEVEL 12</p> <p>42 - Carrera DTM High Speed Showdown 44 - LEGO Technic 2022 Ford GT 45 - Coleman Sundome 4 Person Tent</p> <p>\$2,150 LEVEL 11</p> <p>39 - LEGO Ariel's Underwater Palace 40 - Skullcandy Wireless Earbuds 41 - Foldable Orona</p> <p>\$1,650 LEVEL 10</p> <p>36 - HEXMODS Pro Series Elite 37 - LEGO Hogwarts Magical Trunk 38 - North Face Stalwart Backpack</p> <p>\$1,250 LEVEL 9</p> <p>33 - LEGO Batman - Batcycle 34 - Rechargeable 3-in-1 Lantern w/ Wireless Speaker 35 - HEXBUG VEX Aes Motorized Robotic Arm</p> <p>\$850 LEVEL 8</p> <p>28 - Hydration Pack - 2L 29 - 126-piece Tool Set 30 - Zing Air Zoom Zooka 31 - Assorted Colors 32 - 2-Person Waterproof Tent 33 - Grab Bag G</p> <p>\$625 LEVEL 7</p> <p>23 - 8x50 Binoculars w/ Case 24 - Telescope - 40x Magnification 25 - Multi-Tool w/ Shovel & Ax 26 - Icee Freeze Pop w/ Syrup 27 - Grab Bag F</p>	<p>\$450 LEVEL 6</p> <p>18 - PlusPlus Saturn V Rocket 19 - 5pc Stainless Steel Mesa Kit 20 - USB Rechargeable Headlamp w/ Motion Activation 21 - Air Hunterz Zano Bow w/ 2 Zans 22 - Grab Bag E</p> <p>\$350 LEVEL 5</p> <p>13 - Zing Air ZooperBall 14 - Dutton Linsight Yo-Yo 15 - Lock Blade Knife w/ BSA® Branding 16 - Catapult Plans w/ Decorative Stickers 17 - Grab Bag D</p> <p>\$250 LEVEL 4</p> <p>9 - Dry Bag - 5 liter - Teal 10 - Waboba Fly Pies 6" Silicone Flying Disc 11 - 4x30 Binoculars 12 - Stuffed Animal w/ BSA® Branding</p> <p>\$200 LEVEL 3</p> <p>5 - Knife/Fork/Spoon Combo w/ Sottle Opener 6 - Cinch Backpack w/ BSA® Branding - Assorted Colors 7 - 3 Watt-200 Lumen COB LED Headlamp 8 - Watch/Pedometer - Assorted Colors</p> <p>\$150 LEVEL 2</p> <p>1 - Fire Starter 2 - Carabiner w/ BSA® Branding 3 - Compass Thermometer Whistle with Stand 4 - Pop Up Phone Stand Holder (Phone not included)</p> <p>LEVEL 1</p> <p>0.1 - Popcorn Sale Patch 0.2 - Online Sale Pin 0.3 - Military Sale Pin 0.4 - Top Seller Pin 0.5 - Zing Air Zoom Zooka 0.6 - Color Changing Light Saber 0.7 - Telescopic Fishing Pole with Reel and Case</p>	<p>\$650 Bonus Club Scouts who sell \$850 in product will receive their choice of:</p> <p>0.5 - Zing Air Zoom Zooka 0.6 - Color Changing Light Saber 0.7 - Telescopic Fishing Pole with Reel and Case</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Scout Name</th> <th>Total Sales</th> <th>Quantity</th> </tr> </thead> <tbody> <tr> <td>Prize #</td> <td>Prize Description</td> <td></td> </tr> <tr> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> <p style="text-align: right; font-size: small;">Description: _____ Item # _____ Item Name _____ Item Price _____ Item Qty _____ Item Total _____</p>	Scout Name	Total Sales	Quantity	Prize #	Prize Description										
Scout Name	Total Sales	Quantity															
Prize #	Prize Description																

IN ADDITION to these incentives, **CAMP MASTERS** offers High Achiever Prizes to recognize Scouts Popcorn Sale efforts.



**SELL \$400+ ONLINE
GET A \$10
AMAZON GIFT
CARD**

**High Achiever Prizes
(Selling \$3,000 or more)**



**SELL \$3000+ TOTAL
GET 4% BACK ON A
VISA DEBIT CARD**

OR

THIS CAMPER PKG
2-Person Tent, 3W-200 Lumen COB LED Headlamp, 4x30 Binoculars, 6-in-1 Cooking Multi-Tool, Cooler Chair Backpack, Metal Campfire Mug w/ BSA Branding, and Sleeping Bag. Image not to scale, items shown larger to show detail.



The A Team: Popcorn Squad

The Popcorn Kernel oversees operations of the Unit's popcorn sale. This is an important leadership role within the Unit. The PK ensures distribution, promotion, reporting and payments for Unit's entire sale period. They also work closely with their Unit committees and District Popcorn Kernel.

The best part is leading their **#PopcornSquad** in the Unit's goals for the sale. This includes:

- ★ Encouraging Scouts to Earn Their Way
- ★ Developing the Overall Sale Strategy for the Unit
- ★ Establishing Relationships with Community Businesses
- ★ Helping Parents Support Their Scout
- ★ Guiding the Unit's Progress to Their Sales Goal
- ★ Gathering and Distributing Important Information
- ★ Running Logistics for Product and Sales Earnings
- ★ Rewarding Scout Efforts with Great Prizes
- ★ and Hosting an EPIC Unit Kick-Off Celebration

Your **#PopcornSquad** includes *(based on your Unit and District Size)*:

- ★ District Popcorn Kernel - Your right-hand in all things popcorn
- ★ Unit Committee Members - Helping you develop the plans and budgets
- ★ **Assistant Popcorn Kernel - A must have (Ask for Help)**
- ★ Kickoff Kernel - Your party planning partner
- ★ Show-N-Sell Kernel - Your logistics coordinator (preferably with a truck!)
- ★ Pickup Kernel - Your warehouse watchdog for product inventory
- ★ Prize Kernel - Your fun-lovin' prize patrol buddy
- ★ Communications Kernel - Your social media / email master spreading popcorn love

As exciting as these position titles are, people tend to be more receptive when asked to execute a specific task, not just serve a role in the popcorn sale. **When asking for help, be sure to say what you specifically NEED help with and how much time you think it will take them.**

For example, instead of: Hey Sarah, will you volunteer as Kickoff Kernel this year?

Ask: Hey Sarah, your creativity and crafting skills are top notch. Would you help me with decorations and games for the Popcorn Kickoff? I'm thinking it will take us about 2 hours in planning and decorating day of, plus whatever time you'd estimate for creating them.

Kernel checklist

My #PopcornSquad

District Kernel

Assistant Kernel

Kickoff Kernel

Show-N-Sell Kernel

Pickup Kernel

Prize Kernel

Communications Kernel

- Attend Popcorn Trainings
- Plan Annual Scout Program (w/ Unit Committee)
- Review Commission Structure & Prizes
- Determine Additional Unit Prizes
- Set Budget for Program (**Use Annual Program Planner-Page 14**)
- Recruit Your #PopcornSquad
- Update Scout Roster (w/ Membership Chair)
- Direct Scouts to Self-Register or Update Bio**
- Determine Per-Scout Fundraising Goal (**Use Scout Goal Worksheet**)
- Secure Storefronts (as / where possible)
- Create Unit Timeline for Popcorn Sale
- Establish Guidelines for Popcorn Pickup / Returns & Money**
- Confirm Show-N-Sell Locations & Times
- Place Unit Popcorn Order
- Host Unit Kickoff Meeting
- Prepare and Distribute Handouts
- Share Tips & Ideas for Selling Popcorn
- Provide Selling Incentives & Games for Scouts
- Coordinate Pick-Up / Drop-Offs at District Warehouse
- Encourage Scout & Parent Participation
- Share Selling & Marketing Strategies
- Help Scouts Share Their Online Selling Link
- Place Final Popcorn Order
- Order and Distribute Prizes
- Remit Product Payments to Council
- Contact District Kernel as Needed for Assistance
- Celebrate!
- Annual Program Planner and Scout Goal Worksheet can be found at westtncscouts.org/popcorn.

How much popcorn to sell

The mission behind the unit program planning philosophy is to help Scouting units fulfill young people's need for adventure and deliver on this promise. Units that operate under an annual program plan, that young people help construct, are proven to be more successful and make a more profound impact on the lives of their members. We promise young people the most exciting adventures they can imagine, and we had better be prepared to make it happen. How do you get buy-in and commitment from your unit's families when it comes to annual programming and fundraising needs? Your answer to this question is the key factor to the level of success your Scouting program will enjoy.

Brainstorming Ideas to Get You Started - The unit might plan and fund some of the following:

Program Ideas:

Summer Camp
Cub Scout Council Events
Monthly Unit Activities
Pinewood Derby
Patrol/Den Activities
Equipment

Other Considerations:

BSA Registrations & Life Magazine
Meeting Supplies/Awards & Recognitions
Den/Patrol Expenses/Training Courses
Unit Equipment
Uniforms/Personal Camping
Assistance for Low-income Scout Families

Once there are several ideas under consideration, filter them to allow the most realistic ones to surface. Be cautious not to discount Scouts ideas. Do provide them with enough information to decide which are most in creating their best program year.

Next, add key dates to a unit calendar that will be shared with Scouts and parents. Be sure to account for vacations, holidays and other school functions.

You now know what you're doing and when. It's time to budget! You can use the planner to help you organize activities and determine your fundraising goal.

Scouting teaches Scouts to earn their way. And a organized popcorn sale helps them learn to plan and meet their goals. Studies show your Scouting families appreciate a well-planned sale that helps them coordinate it within their already busy lives.

Show them how the Unit and Scout sales fund the planned activities within the program. Present them with a clear fundraising goal. And offer an approach that allows them to achieve their goal.

A little time spent organizing now, means more participation and success in the fall!

Goal setting – the key to a successful sale

How do you get buy-in and commitment from your unit's families when it comes to annual programming and fundraising needs?

Ideas to Get You Started – the unit might plan and fund some of the following, in whole or part:

- Summer Camp / High Adventure Trips
- BSA Annual Registration and Scout Life Magazine
- Patrol / Den Activities / Unit Activities / Council Activities
- Meeting Supplies / Awards and Recognition
- Youth and Adult Training Courses
- New Unit Equipment
- Uniforms / Personal Camping Equipment
- Assistance for Low-income Scout Families
- A Trip the Unit Always Wanted to Take



Scouting teaches Scouts to earn their way. The popcorn sale helps them learn to plan and meet their goals.

- Show them how the Unit and Scout sales fund the planned activities within the program.
 - Present them with a clear fundraising goal
 - Offer an approach that allows them to achieve their goal.

How to Create Per Scout Goals

$$\text{Unit Sales Goal} = \frac{\text{Total Program Dollars}}{\text{Popcorn Commission Goal}}$$

$$\text{Scout Sales Goal} = \frac{\text{Unit Sales Goal}}{\text{Number of Scouts}}$$

$$\text{Scout Container Goal} = \frac{\text{Scout Sales Goal}}{\$16.62 \text{ (average container cost) example}}$$

Scout Sales Goal Worksheet

(There's a link here. Please view the digital copy to access.)

ANNUAL PROGRAM PLANNER

Involvement is key in the successful planning of your annual program. We recommend allowing Scouts and their families express their ideas during a Troop brainstorming session. The older the scout, the more benefit they get from participating in this planning. It also keeps everyone more engaged in the popcorn sale because they know the rewards of their efforts.

ACTIVITY	PROGRAM MONTH	COST
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
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		\$

NOW CALCULATE YOUR POPCORN SALES GOALS

Divide UNIT BUDGET by UNIT COMMISSION
(This is your Unit Sales Goal) \$

Divide by NUMBER OF PARTICIPATING OF SCOUTS
(This is your Scout Sales Goal) \$

Registration & Insurance	\$
Advancements	\$
Uniforms	\$
Scholarships	\$
Other	\$
TOTAL UNIT BUDGET	\$

Scout Goal Worksheet

Example

<input type="text" value="\$10,000.00"/> Budget Goal ₁	/	<input type="text" value="30%"/> Unit Commission ₂	=	<input type="text" value="\$33,333.33"/> Unit Sales Goal
<input type="text" value="\$33,333.33"/> Unit Sales Goal	/	<input type="text" value="25"/> Number of Scouts ₃	=	<input type="text" value="\$1,333.33"/> Sales Goal per Scout
<input type="text" value="\$1,333.33"/> Sales Goal per Scout	/	<input type="text" value="\$17.02"/> Avg Price per Container	=	<input type="text" value="78"/> # Containers per Scout

Follow these easy steps to set a goal:

- 1) Fill in the budget for the year.
- 2) Enter the percent commission you expect to obtain.
- 3) Enter the number of Scouts.

Ordering Inventory

- If you sold last year, look at your history of what was ordered.
 - Compare the number of Scouts you have this year versus last year.
 - Adjust your order based on your goal per Scout
 - Adjust products if you had more of one item that sold better
 - Attend a CAMP MASTERS Webinar hosted by Michael Beck.
- If you did not sell last year, work with your Council to get started. They should have a good idea of what you can accomplish.
 - Join our Facebook group to get some ideas.
 - Make sure you schedule your storefronts early
 - Make sure you create excitement around this program. It is an amazing program for Scouts and Parents to see the success.
- Check CAMP MASTERS Website for How to Order Demo

Picking Up Your Popcorn

To pick up your popcorn, follow these vehicle recommendations:

- Midsize car holds about 20 cases
- Luxury sized car holds about 30 cases
 - Minivan holds about 60 cases
 - Large SUV holds about 50 cases
- Small Pickup bed holds about XX cases
- Large Pickup bed holds about XX cases
- Rental Truck holds over 70 cases

All of the capacity estimates are very dependent upon the products, which affect the shapes of the cartons.

In all of the examples, it is recommended that all seats behind the front driver and passenger seats be stowed into the car floor or removed.

Distribution Sites

Show-N-Sell Distribution Site

Central Distributors, Inc.
1876 Lager Ln
Jackson, TN 38301

Take Order Distribution Sites

Western District
Express Chevrolet
3299 US-51 S
Covington, TN 38019

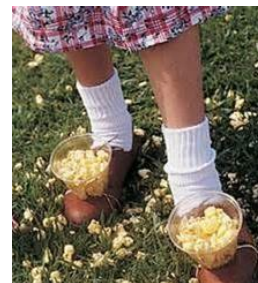
Central District
Central Distributors Inc
1876 Lager Ln
Jackson, TN 38301

Highlands Area
First United Methodist
101 E Blythe St
Paris, TN 38242

Your Popcorn Kickoff

A great popcorn sale starts with a great popcorn kickoff! Follow these simple steps to start your popcorn sale with a BANG and motivate your Scouts, parents and other volunteers.

1. **Set the Agenda.** Think of things that are fun and fast-paced. This helps build energy and excitement for the popcorn sale. Scouts will leave ready to earn their way selling delicious popcorn!
2. **Ask for Help.** Enlist others to help you pull off a fun and exciting popcorn kickoff! No need to try and take it all on yourself.
3. **Know Your WHY.** Share the exciting Scouting Program that this fundraiser will support. Talk about the activities and what the Scouts will experience. And reiterate that it can all be paid for by POPCORN! *(See pg 4 for additional info to share.)*
4. **Review the Forms.** Show Scouts the forms they'll be using in detail so they understand how to use them to promote the products and capture orders.
5. **Build their Profile.** Have each Scout register or update their profile at CAMPMASTERS.org.
6. **Ready to Sell!** Add CAMP MASTERS to their phones.
7. **Sharing is Caring.** Explain how they can share their CAMP MASTERS profile link with friends, family and through social media.
8. **Cover What's Critical.** Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
9. **Focus on the Goal.** Motivate Scouts to take on the Unit Scout goal and to pick an awesome prize as part of their goal!
10. **Create a Memory.** End the night with a fun and memorable event. Scouts love to be part of the action. And they always love a good pie to the face of their Unit Leader!



Storefront Recruiting

You can never start too early in securing storefronts.

- Grocery stores and home improvement
Make sure you approach the store/company Manager Do some research and find out the policies in place so you can adapt your approach and relate how Show-N-Sell will meet these guidelines.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.

SAMPLE / SCRIPT

Hello my name is (Name), our (Unit) is located right here in (Name of location). Our Scouts want to raise their own money to (Go to Summer Camp). You can help by letting us use your store front so our Scouts can earn their salesmanship merit badge and earn their own way to camp. We appreciate your willingness to support us as members of the same community.

Make sure you get on their schedule. Bring a letter that they can sign if necessary that says the same thing, Has a place to put their store Name and Store Number, Signature Spot as well as a written name spot.

Make sure you follow up a few weeks before as well as a few days before.

Show-N-Sell Scheduling

You can manage your Show-N-Sell dates and volunteers within this table. Please visit CAMP MASTERS in late July for a Show and Sell scheduling platform.

DATE	LOCATION	SHIFTS	NEEDED ADULTS AND SCOUTS
Ex. Sep 15	Kroger St. Johns Avenue	8 - 10 AM	Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:

Multiple Ways to Sell



SHOW and SELL: STOREFRONT OR DRIVE-THRU SALES

You can never start too early in securing storefronts. Of course, it's going to be a bit different this year. And that means adapting your approach. Here are some of the best tips to help you do just that:

- Grocery stores and home improvement stores are both essential businesses. Make sure you approach the store/company Manager with this in mind. Do some research and find out the policies in place so you can adapt your approach and relate how Show-N-Sell will meet these guidelines.
- Right now, resources are tapped thin in these stores. Consider sending an email or leaving a message for the Manager to call you back. The reality is, you're not going to be their first priority right now. After a few attempts, and still no response, only then try going in person.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.



Selling Strategies

Door-to-Door

Door- to- Door: aka Wagon Sales – One of the most effective sales methods! In this case, a unit signs out popcorn to a Scout who takes it throughout their neighborhood, selling as they go. Product is brought along (in wagon or vehicle), making it a quick and easy process for the customer. So, it is like a mobile show & sell booth. Units should order for this as part of their show & sell order. A large percentage of homeowners say that no Scout has ever come to their door, missing this great opportunity. If the desired product is not on hand, an order can be taken and product delivered later, but you don't have to make the return trip back to houses! You bring along the product as you sell it door-to-door. When a sale agreement is reached, the Scout goes to the car or wagon, gets the product and delivers it on the spot while the customer pays. If the desired product is not on hand, the Scout uses the Take Order method and returns with the ordered product later. To participate in Show and Deliver, you need to order Show & Sell popcorn. Orders due by: August 25, 2023.

Super Triangle

Have your Scouts complete the SUPER TRIANGLE! The SUPER TRIANGLE is the 15 neighbors that surround their home. Make a triangle from your home by selling to the first 4 neighbors down, cross the street and sell to 7 houses back toward your home, cross back to your side of the street and stop by 4 neighbors on your way back home. Find a simple prize to encourage your Scouts. We've seen tremendous success from units who just have each Scout do this simple task.

Neighborhood Blitz & Blitz Day

A Blitz Day is an organized day for a group of Scouts to go out selling in a specific area together. Scouts have fun with their friends as they travel to a neighborhood. A neighborhood can be covered very quickly with several Scouts each going door to door.

What's Take Order?

This method involves Scouts going door-to-door to take orders for popcorn. Research shows that about 3 in every 5 doors knocked on will result in a sale. Moreover, only about 20% of houses are contacted about buying popcorn. There is plenty of untapped market for the sale. This method is also preferred for mom and dad's co-workers and close friends and relatives to whom it will be easy to deliver the product at the end of the sale. Do not fill Take Orders from Show and Sell and Show and Deliver inventory until after the sale.

Selling Strategies

Door Hangers

Door hangers are a great “Leave Behind” that a potential customer can complete to place their order. A customer can review products, complete their order on the door hanger, and hang back on their door for a Scout to pick up for a contactless transaction •Can be used to drive potential customers to visit an upcoming Show and Sell or with an online Seller ID label created added to the door hanger. **(Visit CAMP MASTERS website for a Free template)**

Signs

Set out signs directing potential customers to your house to pick up popcorn, like promoting a Garage Sale.

Sample Script

“Hello, my name is _____ and I’m with Pack/Troop _____. I am trying to earn my way to _____ and support our camp programs. I have many DELICIOUS flavors of popcorn and _____ is my favorite because _____! Can I count on your support to help fund my adventures?”

Show-n-Sell

This method is a lot like an “old school” lemonade stand. Your unit gets permission to have a booth in a high visibility area and your Scouts sell actual popcorn product there on the spot. This method has been highly effective for many units. A unit can plan a Show & Sell day and split Scouts/ families into shifts so that everyone takes a turn. Talk with local stores to setup a time to sell.

Selling Strategies

STEPS TO SUCCESS

Identify Locations

Look for high traffic locations with good visibility for potential customers to find you. Great spots might include stores, parking lots, movie theaters, shopping centers, ball fields, after church on Sunday, or your chartered organization!

Initiate conversation with location

Contact the desired location where you would like to have a Show & Sell sale and see if you can set up a location in a high traffic area in front of the store. If they won't allow a sale in front of the store, see if you can do a Drive Thru Sale in the back of the parking lot!

Marketing & Promotion

Scouts should be in uniform and have product on hand!

POP UP SHOPS: A Neighborhood Show & Sell

Be sure to let everyone in the neighborhood know you are selling popcorn when & where.

Social Media:

Utilize social media apps like Next Door or Facebook to market the sale.

Door Hangers:

As Scouts go door to door selling, leave behind the door hangers at homes who aren't home. Be sure, to clearly mark that the customer can purchase popcorn at your Pop-Up Shop with the date, time, and location of your Pop Up. Yard Signs—Set out signs directing potential customers to your Pop-Up Shop, like promoting a Garage Sale.

Encourage Scouts to set up a local Show & Sell type stand in their driveway or another location in their neighborhood. This is similar to a lemonade stand, where interested customers can come and purchase if interested!

DRIVE THRU SALES

The drive thru sale plan can be done anywhere. By asking retail locations, your chartered organization, or other venues to provide space in the parking lot where customers can drive up, place and receive an order, then drive away, provides convenience and a low-pressure option to customers.

Register Your Scouts

UNIT LEADERS: Scouts must be registered in the CAMP MASTERS system to receive sales!

Step One: Log in to the CAMP MASTERS system and click "Setup / Invite Scouts."

CAMP MASTERS Dashboard

2020 Fall Popcorn Sale

Jason Sieg | Troop 313
Demo Council | Demo District Anytown

To Do:

- Submit your Unit Commitment Form
- There are 11 Unordered Scout Take Orders
- There are 2 Open Unit Orders

Links:

- Manage Unit Information
- Setup/Invite Scouts
- Setup/Import Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes
- Edit Your Profile
- Reset Password

Show-N-Sell Start: 2/25/20 - Due: 8/7/20
Unit Kickoff 6/13/20
Returns Due 10/01/20 by 3:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 3/2/20 - Due: 10/23/20
Returns due 10/20/20 by 3:00pm
Payments due to Council 11/1/20

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

The list of current Scouts registered in your Unit will be displayed.

CAMP MASTERS Demo Council | Demo District Anytown | Troop 313 > Users

INFO USERS

+ Add User - Remove - Send Sign-On Link - Layouts - Export to Excel - Export to PDF

<input type="checkbox"/>	Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	()-	Ryno23@yahoo.com

Page 1 of 1 (7 items) < 1 > Page size: 25

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Register Your Scouts

Step Two: Remove any Scouts no longer in your Unit by clicking the box to the left of their name(s). And then selecting “Remove” from the menu above.

The screenshot shows the Camp Masters interface for Troop 313. The top navigation bar is orange with the Camp Masters logo and the user's name, Jason Sieg. The left sidebar contains a menu with options like Home, Camp Masters, Main, Dashboard, Unit Orders, Unit Returns, Scout Credits, Scout Sales, Online Orders, Take-Order, Organization, Units, and Users & Scouts. The main content area is titled "Demo Council | Demo District Anytown | Troop 313 > Users". Below the title, there are tabs for "INFO" and "USERS". The "USERS" tab is active, and a menu above the table includes "Add User", "Remove", "Send Sign-On Link", "Layouts", "Export to Excel", and "Export to PDF". The "Remove" button is highlighted in orange. The table below has columns for Type, Key Code, First Name, Last Name, Phone, and Email. The first row is a Leader named Jason Sieg. The next six rows are Scouts: Jacob Smith, Jeff Hawkins, Jill Smith, Max Franklin, Max Sieg, and Ryan Franklin. The first two Scout rows have checkboxes selected. At the bottom, it says "Page 1 of 1 (7 items)" and "Page size: 25".

Type	Key Code	First Name	Last Name	Phone	Email
Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

Step Three: For the remaining Scouts, make sure their contact information is correct. Then select them by clicking the box to the left of their names. And then select “Send Sign-On Link”.

The screenshot shows the Camp Masters interface for Troop 313, similar to the previous one. The "Send Sign-On Link" button in the top menu is now highlighted in orange. In the table, checkboxes are now selected for all seven rows, including the Leader and all six Scouts. The rest of the interface remains the same.

Type	Key Code	First Name	Last Name	Phone	Email
Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

This will email each of the Scouts their unique CAMP MASTERS link so they can access the system without having to login. This makes taking orders and payments much easier.

Register Your Scouts

Step Four: For new Scouts, select the “Setup / Import Scouts” option from the dashboard.

The screenshot shows the Camp Masters dashboard for Jason Sieg | Troop 313. The left sidebar contains navigation options like Home, Camp Masters, Main, and Organization. The main content area is titled 'Dashboard' and includes a search bar for '2020 Fall Popcorn Sale'. Below this, the user's name and council information are displayed. The 'To Do' section lists three items: 'Submit your Unit Commitment Form', 'There are 11 Unordered Scout Take Orders', and 'There are 2 Open Unit Orders'. The 'Links' section provides quick access to various functions such as 'Manage Unit Information', 'Setup/Invite Scouts', and 'Setup/Import Scouts'. On the right, there are two promotional banners for 'Show-N-Sell' and 'Take Order' with associated dates and actions like 'View Product Listing' and 'Place Unit Order'.

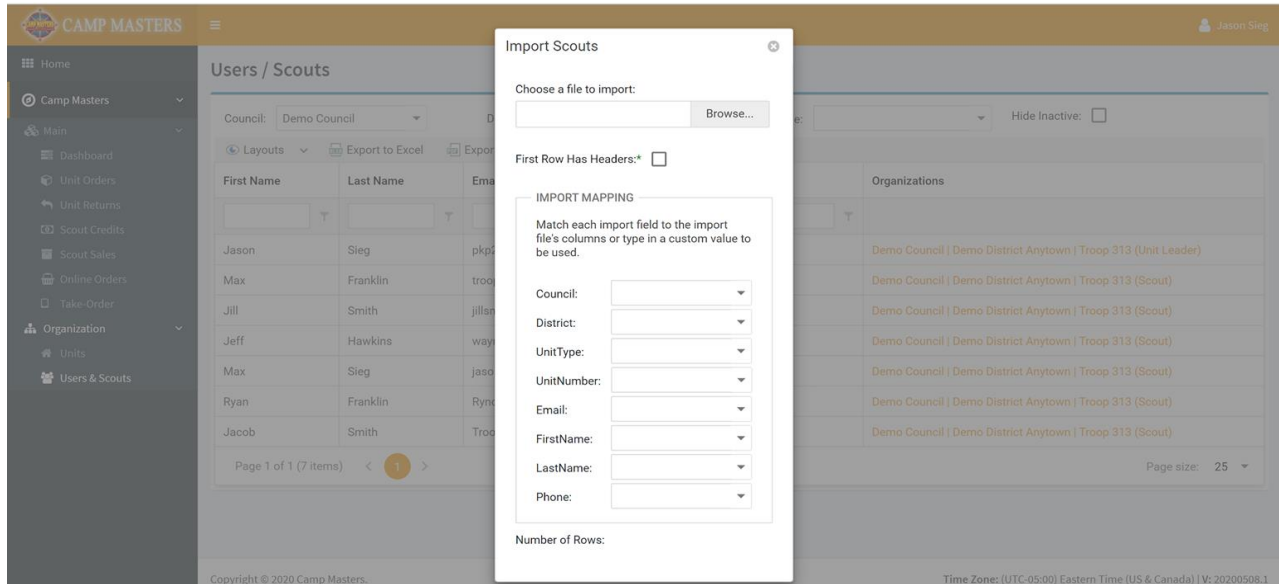
Step Five: Click the “Import Scouts” button and upload your Excel spreadsheet.

The screenshot shows the 'Users / Scouts' page in Camp Masters. At the top, there are filters for Council (Demo Council), District (Demo District Anytown), User Type, and a checkbox for Hide Inactive. Below the filters, there are buttons for 'Layouts', 'Export to Excel', 'Export to PDF', and 'Import Scouts'. The main content is a table with columns for First Name, Last Name, Email, and Organizations. The table contains seven rows of scout data. At the bottom of the table, there is a pagination indicator showing 'Page 1 of 1 (7 items)' and a page size dropdown set to 25.

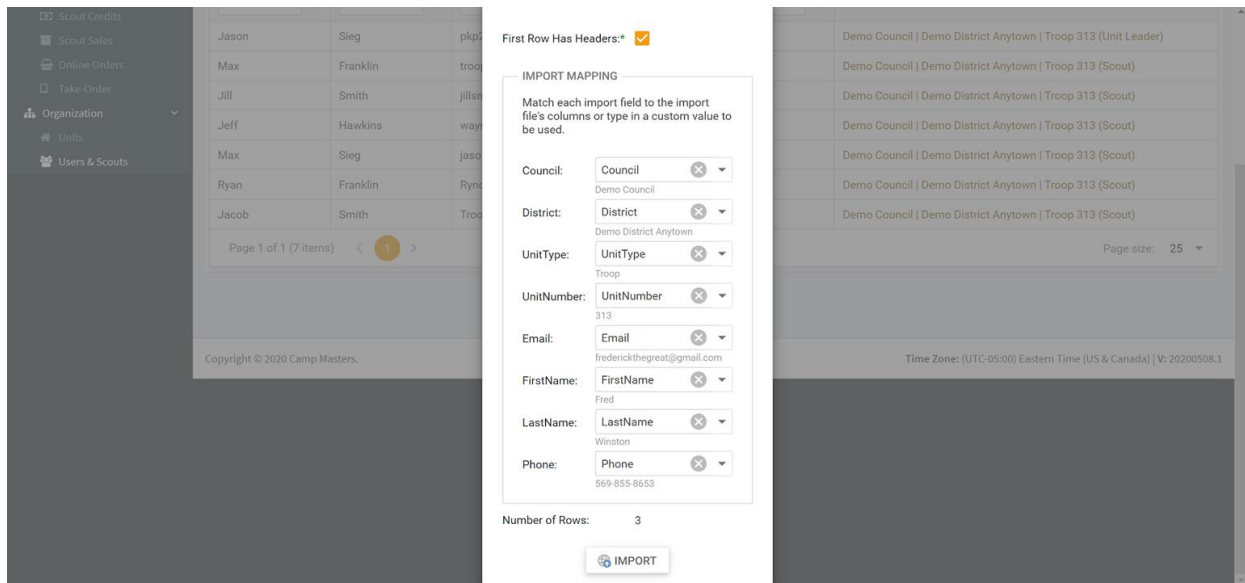
First Name	Last Name	Email	Organizations
Jason	Sieg	pkp25@yahoo.com	Demo Council Demo District Anytown Troop 313 (Unit Leader)
Max	Franklin	troop313max@demo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jill	Smith	jillsmith@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jeff	Hawkins	wayne1965@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Max	Sieg	jason@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Ryan	Franklin	Ryno23@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jacob	Smith	Troop313Jacob@scouting.org	Demo Council Demo District Anytown Troop 313 (Scout)

Register Your Scouts

Step Six: Select your file and complete the field matches to the spreadsheet columns below. If your sheet has headers, be sure to select the “First Row Has Headers” box.



You'll see a data preview as you assign each field for import. Once complete, click “Import”.



You'll see a green success box once imported.

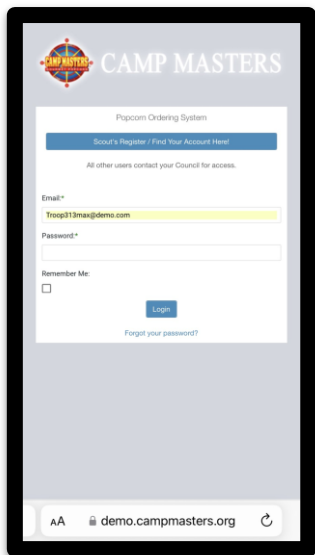
✔ Import Succeeded - Download and review the import file for details. [Click here to download the import results file.](#)

If you get an error, check your spreadsheet rows again carefully for typos.

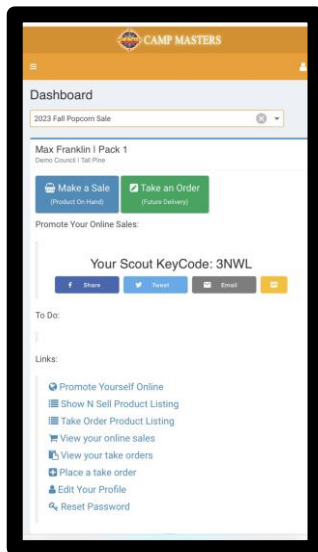
Take Orders by Cash and Credit Card

SCOUTS, PARENTS & LEADERS

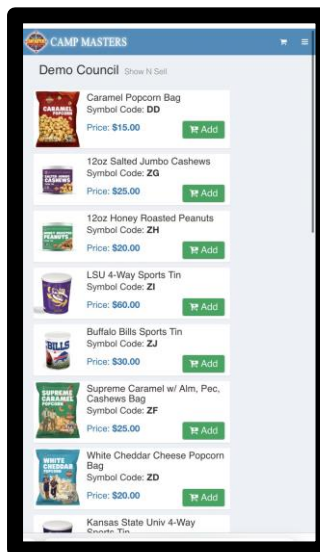
Follow these instructions to easily take orders and payment on your smartphone.



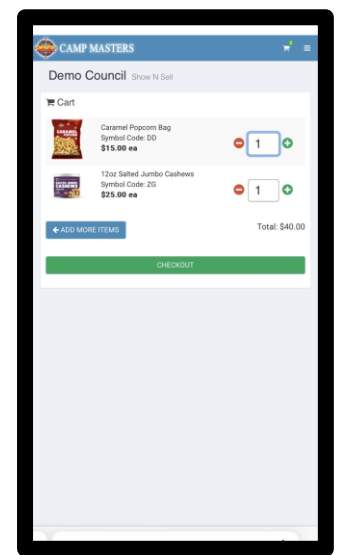
Login to CAMP MASTERS Dashboard



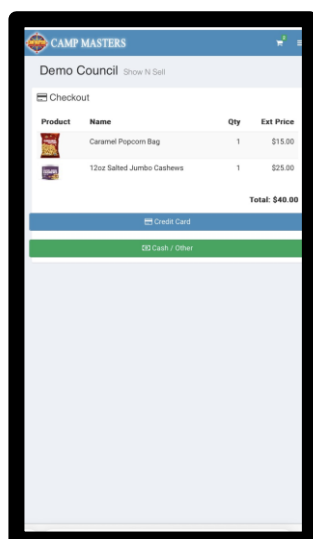
Click "Place a Take Order" from the dashboard



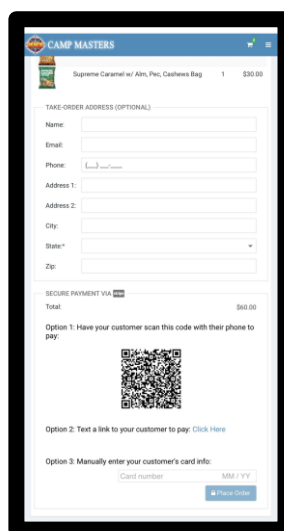
This will take you to the products page. Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart



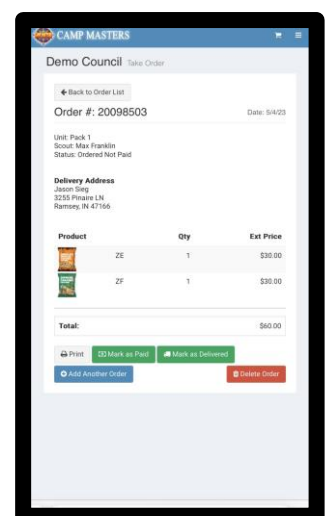
Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart.



A confirmation window will appear. You can either take cash or Credit card for payment



To take payment, you can:
 1. Have the customer scan QR code for them to enter payment.
 2. Text them so they can enter payment.
 3. Enter Information manually.



Mark as paid and delivered if applicable.

Popcorn Policies

- Show & Sell Unit orders are due online at the CampMasters website CampMasters.org, (to qualify for bonus commission), or in paper version no later than **Friday August 25, 2023**.
- Show & Sell orders must be placed in full cases, no individual containers may be ordered.
- There will be additional Show & Sell popcorn product available at the Scout Service Center and from your Scout Professional. This product will be available on a first-come, first-served basis, while supplies last.
- **Remaining Show & Sell product may be returned in FULL CASES ONLY for credit before or on Friday, October 27, before 5 PM at the Scout Service Center.** The Unit cannot return any product after Oct 28th.
- Take Order Unit orders are due online at the CampMasters website CampMasters.org (To qualify for bonus commission), or in paper version no later than **Friday, October 27th**.
- Consider setting your own unit's turn-in date on or before October 25th. You will need to collect Take Order forms, any Show & Sale popcorn still out and prize forms from your Scouts.
- Double check your order prior to submitting. Popcorn products ordered in the Take Order phase **CANNOT BE RETURNED**.
- Orders for additional product received after the October 27 deadline **cannot be guaranteed**. Additional product may be available on a first-come basis while supplies last.
- Units should use the remaining balance of their Show & Sell order to fill their Take Order, thereby reducing the amount needed to order for Take Order.
Example: You have 1 case of popping corn left from Show & Sell and need 2 cases for Take Order. Order only 1 case of popping corn when you place your Take Order and use the 1 case leftover from the Show & Sell.

TAKE ORDER SALE FORM

Due To Council Office by October 27, 2023, by 5:00 pm

On Friday, October 27, 2023, the following should be given or returned to West TN Area Council:

1. Any unsold Show & Sell popcorn (only full cases can be returned-**They can be open**)
2. Payment for the Show & Sell popcorn sold
3. Order for your Units Take Order popcorn (to be picked up on Nov. 16-17, 2023)
4. Take Order popcorn can be order by the container
4. Unit Prize Orders Due

Order all product and prizes at www.campmasters.org

Pack#: _____ Troop#: _____ Crew#: _____ Post#: _____

Popcorn Kernel _____

Contact Number _____ Email Address: _____

Signature: _____ Date: _____

NO ORDERS WILL BE ACCEPTED AFTER October 27

Product	Product needed to fulfill all order forms tally from Scouts forms		Final inventory from Show & Sale (transfer tally inventory)		# of containers you need to order on www.campmasters.org
Military Donation \$30 ZZ		-	0	=	
Military Donation \$50 WW		-	0	=	
Tasty Trio Tin \$60 DO		-	0	=	
3-way Cheesy Cheese Tin \$40 P		-		=	
Supreme Caramel w/nuts Tin \$30 E		-		=	
22-Pack Movie Theater Microwave \$30 MM		-	0	=	
Trail Mix \$25 X		-		=	
Choc. Crizzled Caramel Tin \$25 ZE			0	=	
Salted Jumbo Cashews \$25 ZG		-		=	
14-Roasted Summer Corn \$20 G		-		=	
Cinnamon Crunch Bag \$20 KT		-		=	
12-Sweet & Salty Kettle \$20 YY		-		=	
White Cheddar Cheese Bag \$20 ZD		-		=	
Honey Roasted Peanuts \$20 ZH					
Chocolate Covered Pretzels \$20 ZW					
Purple Popping Corn \$15 V		-		=	
Caramel Corn Bag \$15 DD		-		=	

SHOW-N-SELL ORDER FORM

Show-N-Sale Tips:

1. Product may only be ordered by the case. **Orders are due online by Aug 25 @ 5pm**
2. There will be additional Show & Sale popcorn product available at the Scout Service Center. This product will be available on a first-come, first-served basis while supplies last.
3. **Remaining Show & Sale product may be returned in FULL CASES ONLY for credit before or on Friday, October 27th before 5:00 PM at the Scout Service Center.**
The Unit cannot return any product after October 28.

Order all product and prizes at www.campmasters.org

Pack#: _____ Troop#: _____ Crew#: _____ Post#: _____

Popcorn Kernel _____

Contact Number _____ Email Address: _____

Signature: _____ Date: _____

Product	Show-N-Sell Order (# of Cases)		Additional picked up at Council Service Center		Product Sold		Final Inventory (Transfer to Take Order Sheet)
3-Way Cheese Tin \$40 P (1/case)		+		-		=	
Supreme Caramel \$30 E (8/case)		+		-		=	
22 Pk Movie Theater Extra Butter MW \$30 MM (6/case)		+		-		=	
12oz Salted Jumbo Cashews \$25 ZG (12/case)		+		-		=	
14pk Extra Butter Roasted Summer Corn \$20 G (8/case)		+		-		=	
Cinnamon Crunch Bag \$20 KT (12/case)		+		-		=	
12 pk Sweet & Salty Kettle Corn MW \$20 YY (8/case)		+		-		=	
White Cheddar Cheese Bag \$20 ZD (9/case)		+		-		=	
Honey Roasted Peanuts \$20 ZH (12/case)		+		-		=	
Purple Popping Corn Jar \$15 V (6/case)		+		-		=	
Caramel Popcorn Bag \$15 DD (12/case)		+		-		=	



Unit Commitment Form 2023 Fall Popcorn Sale



**Yes, my unit would like to participate in the Fall 2023 Camp
Masters Popcorn Sale!**

_____ Show & Sell

_____ Take Order

_____ Online

Unit Number: _____ **District:** _____
Pack, Troop, Crew, Ship, Post Big Hatchie, Davy Crockett, Central, Highlands, Shiloh

Unit Leader: _____

Unit Kernel *(this person should be DIFFERENT than the unit leader):*

Name: _____
(Only one name per unit and it must be the person that will be in charge of the unit's popcorn sale)

Address: _____ **City:** _____
We need a physical address for prize delivery!

State: _____ **Zip:** _____

Phone:
cell: _____ work: _____ home: _____

Email: _____

We must have an email address in order for your unit to order popcorn or prizes!

Approx. number of Scouts in unit: _____

Number of adults in unit: _____

Please complete this form and bring it with you to our 2023 Program Extravaganza:
Beach Party (rsvp at westtncscouts.org/calendar) or return it to the West Tennessee
Area Council Service Center no later than August 4, 2023.

You may mail the form to: West TN Area Council, BSA
RE: Fall Popcorn Sale
1995 Hollywood Drive
Jackson, TN 38305

or email to:
Susan.Gall@scouting.org