

2024 POPCORN LEADER GUIDE



Sale Calendar

See Pages 13-15 for calendar templates to help you plan your sale

2024 Popcorn Calendar

Pre-Sale Prep

July 20	Sign up for Storefront Sales in Trail's End Leader Portal (see page 5)	
Aug. 1-31	Set Unit & Scout Goals. Set Popcorn Kickoff Date for Sept.	
Aug. 1-31	Continue to set up Store Front Sale Locations (non-TE) and Blitz Days	
Thurs. Aug. 29	Home Delivery Info due via survey link emailed out	12:00 p.m.
Thurs. Aug. 29	Show & Deliver Order Due at Trails-End.com	11:59 p.m.
Sat. Sept. 14	Road Rally– Council Kickoff—Base Camp	9:00 am.—12:00 p.m.
Sept. 12	Show and Deliver Popcorn Distribution	Varies by Area
Sept. 10-18	Home Deliveries Dropped off	Varies

During the Sale

Fri. Sept. 20	SALE STARTS!	5:00 p.m.
Sun. Oct. 6/Mon. Oct. 7	Early Returns - Full cases only	4:00 p.m.-7:00 p.m.
Sun. Nov. 3	SALE ENDS!	11:59 p.m.

After Sale Wrap Up

Sun. Nov. 10	Final Returns	
Sun. Nov. 10	Take Orders Due MIDNIGHT	
Nov. 21-22	Take Order Distribution	Varies by area
Nov. 11-17	Take Order Home Deliveries Dropped Off	Varies by area
Fri. Dec. 13	Payments Due Dec. 13	

Who are you?

To help you (and Northern Star Scouting) keep track of your sale, you need to know who you are.

Council: Northern Star Council

District (Area within the Council, Alpha Letter)

Unit Type (Pack, Troop, Crew, Post, Ship)

Unit Number (4-Digit Number)

Knowing these four things will help keep things accurate with data entry and app usage. Please include these four things on all paperwork or emails to Bill and Becki to make things go smoothly. If you are not sure of any of that information, email popcorn@northernstar.org.

Trail's End App

Key Benefits

- Free Credit Card Processing - Paid by Trail's End
- Real-time tracking and reporting of sales, inventory and storefront registrations
- Families can turn in cash payments via credit card
- System-calculated Scout sales for easy Trail's End Rewards ordering
- Take Online Direct orders in the app as way to fundraise while social distancing
- Advancements that can be earned are now in the app!

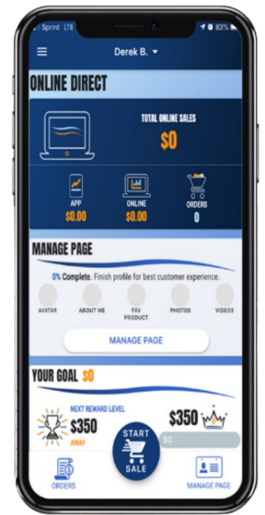
Proven Results

- Used by over 14,500 units & 160,000 Scouts—95% of NSC Scouts use the app
- Credit Card transactions averaged 29% higher than cash



App Features

- Faster, more intuitive Scout registration
- Faster checkout (down from 9 to 4 clicks)
- List, grid and product detail views
- Record online orders directly in app
- Sharable online cart so customer can enter shipping address and complete payment
- New undelivered logic for Wagon Sales so Scouts enter them correctly.
- Credit payment option for parents to pay cash owed to unit
- Improved Trail's End Rewards focused on reaching level/goal



Auto Share

Enables Scouts to share their fundraising page

- Share with contacts in mobile device
- Share with prior Customers
- One-time or several AutoShare options

Custom QR Code

Step 1-Pick a Campaign—Top Seller, Seasonal Seller, Quick or One Time Share

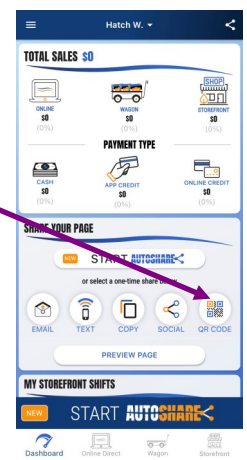
Step 2—Select Contacts and Customers. You can select all or one by one.

Step 3—Review your selection and hit submit

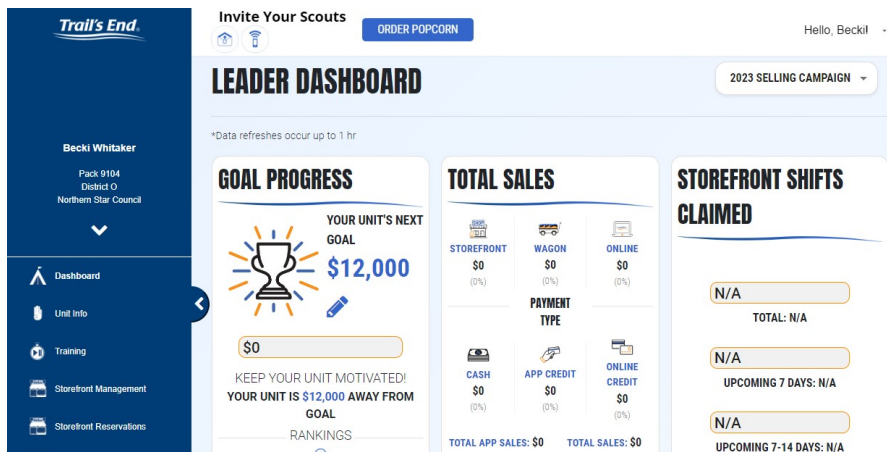
Notes about AutoShare:

-If a customer clicks on the AutoShare link you send them, AutoShare will stop until you AutoShare with them again.

-Contacts import—Quick way is to allow TE to access the contacts on the phone. You can also manually enter them. TE will not access contacts without permission.



LEADER PORTAL



Leader Dashboard

The leader portal is your key to keeping track of your sale.

Log in to

<https://scouting.trails-end.com/>
to access your dashboard.

NOTE: Leader portal login is DIFFERENT than your Scout selling app login.

- Invite Scouts to your Unit
- Manage Inventory
- Schedule Storefronts
- Set Goals
- And More!!!

Types of Sales

Wagon Sales

Orders due Thursday, Aug. 29 at midnight

Wagon Sales provide units the opportunity to order popcorn before the start of the sale. This is an optional part of the sale, but is a proven method to boost sales! Scouts will have product available to deliver at the point of sale and will not need to return at a later date to deliver product or collect money. As part of this method, consider Storefront Sales. No upfront payment from the unit is required. See the **Return Requirements** on Page 9 for information on returning product during and after the sale. Keep track of what each Scout has at any time and assign and change individual Scout's inventory within the Leader Portal.



Take Order Sale

Orders due Sunday, Nov. 10 at midnight

Units order the products needed based on the orders received from individual Scout "Take Order" forms, without having the product in hand at the point of sale. The "Take Order" sale has been used very effectively and will continue to represent at least part of your unit's total sale. Units can order by the individual bag to get exactly what is needed.

Online Direct Sale

HOW IT WORKS

TWO WAYS CUSTOMERS ORDER ONLINE DIRECT

VIRTUAL STORE



1. Share your fundraising page via email, text, or social media
2. Customers click your link to place online orders
3. Products ship to your customers

KID RECORDED



1. Record customer orders in the Trail's End App
2. Take payment (credit/debit only)
"Text to Pay" feature for socially distant payments!
3. Products ship to your customers

Nationally, online continues to grow.

BENEFITS FOR UNITS

- No risk of excess inventory
- No cash collection
- No extra work
- No handling product

BENEFITS FOR SCOUTS

- Average online sale \$73 vs. \$22 face-to-face
- More product variety
- Sales count toward Trail's End Rewards
- 35% Commission on all sales
- Can sell year round!

Storefront Sales

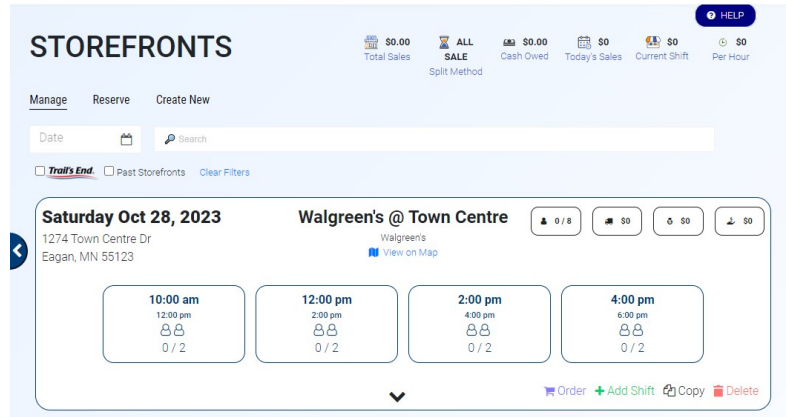
Manage your storefront sales in the Leader Portal. Determine how the profits are split: by individual sale, shift, day, or season. You can also make changes, send messages, and more. See storefront informational sheet for details.

NEW THIS YEAR

Trail's End is arranging sales at 17 store chains for us. Starting July 20, popcorn chairs will be able to select half day blocks your unit would like to staff.

Scouts still see what shifts are available and claim them in their app like they have before. You can divide the half day shifts into how many blocks your unit wants.

For locations not on the Trail's End list, you can still set up storefronts using the Leader Portal. You will need to contact these locations directly.



Before the Sale Date

- Visit or call locations early!
- Talk with the store manager, and possibly the weekend manager.
- If the store requires proof of insurance, please contact popcorn@northernstar.org.
- When reserving your day, ask the business where you can set up, if there are any restrictions, etc.
- Double check with the business the day before. Conflicts have been known to happen.
- Option 1-Schedule two youth and two parents for two hours. It keeps the chaos factor very low.
- Option 2-Schedule one youth and parent.
- Confirm with the parent(s) of the youth who are scheduled three days out.

During and After the Sale Date

- Have Scouts in uniform and standing.
- Never have the Scouts ask customers if they want to buy popcorn. Have them ask things like: "Would you support me going to camp? Can I count on you to support my Scouting adventure?"
- Have the products neatly displayed. Do NOT put prices out. It discourages higher purchases.
- Make sure to thank the store manager. Consider buying a bag and giving it to the store manager along with a thank-you note signed by the Scouts.
- Split the sales by Scout performance, or divide by an hourly rate, based on day, or the entire sale.

Product update

What's New?

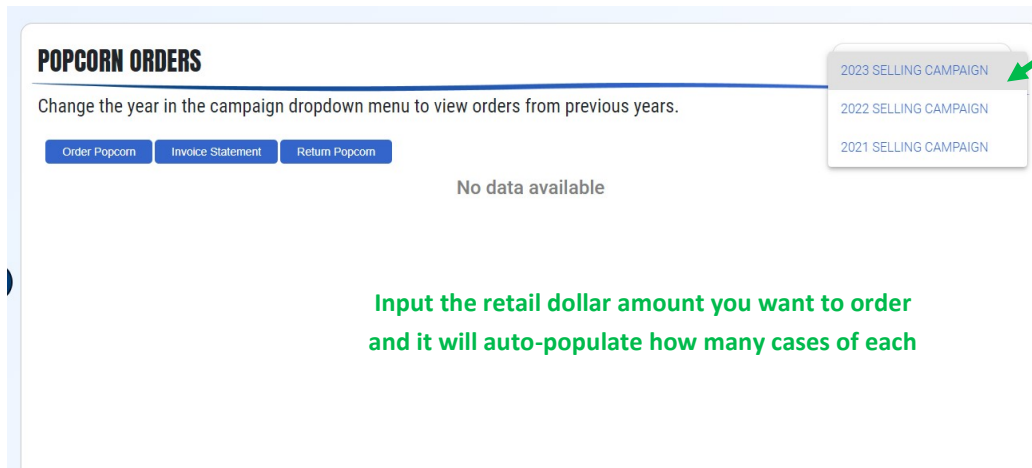
- **Popping @ \$17**
- **No Sea Salt**

Multi Pack



Placing an order

Sign in to your [Leader Portal](#) account (login information provided by Northern Star). You can see last year's sale (if any) for your unit for the Scouts currently in your unit, by changing the campaign dropdown menu to 2023.



What can Units order for an initial order?

Up to 90% of what you sold in 2023. If you did not sell Show and Deliver in 2023, talk to a Popcorn Committee member.

Need more product during the sale?

Warehouse & Snack Semi

- During the sale reorders will be done via a DIFFERENT online order system at www.buyscoutpopcorn.com.
- Do **NOT** order additional product during the sale through the Trail's End site.
- This year we will have one central Warehouse and the Snack Semi.
- **WAREHOUSES:** The warehouse schedule will be handed out at Distribution Sites/Home Deliveries, emailed to chairs, and on www.buyscoutpopcorn.com.
- **SNACK SEMI:** A truck that will drive around the council area on a defined schedule, similar to the Amazon treasure truck. Full details and a schedule will be emailed out to chairs in September.
- Some product limits will be enforced if the team deems it necessary.
- Reorder in CASES ONLY during the sale.
- **Reminder**—Reordering of product will not be available for the first six days of the sale.
- Make sure to maintain enough inventory for any storefronts you have within the first two weeks.
- Add-on orders will be updated to your Unit after you pick up within a few business days.
- You can go negative in your inventory when assigning new inventory to Scouts until things are updated.

Product transfers—unit to unit

Unit-to-Unit product transfers can be done via The Trail's End Leader Portal by allowing Units to transfer products from their popcorn orders to another unit within their council. **All transfers will be done using the Leader Portal.**

Units can click the Approve button, or the Reject button if the transfer quantities are incorrect. Once the receiving Unit has accepted the product transfer, adjustments will be automatically made to each Unit's popcorn invoice statement to reflect the product transfer. Transfers can be full cases or singles.

Distribution

Sept. 12 for Wagon Sales. Nov. 22 for Take order.

District Pick up locations will be announced by Aug 15.

Pick your distribution location. Pick any of the distribution locations/dates/times that are available.

Step 1: You will receive an email at the end of August that details your Show and Deliver pick up location. if you need to change it, please follow the prompts in that email.

Step 2: Pick up your product at your chosen location. If you cannot be at the location, please find another parent to pick up the product. We cannot store product longer than our agreements with the warehouses. They let us use their space for free. Use the following estimates to know how many cars/volunteers you will need:

Car: 20 cases SUV, Mini Van, Pick-up: 30-40 cases Full Size Van: 50-60 cases

Step 3: Find a location that is large enough to separate orders by patrol, den, or by Scout.

Step 4: Assign each patrol, den, or Scout a popcorn pick-up time.

Step 5: Have a receipt for each Scout to verify the amount of product they received as well as the date that the payment is due back to the unit. Receipts are provided at Show and Deliver distribution.

Return Policies

EARLY RETURNS

- We will have **one** “Early Return Forgiveness” period mid sale, Oct 6-7. Units can return full cases of product if they over ordered. There are no percentage limits to what you can return.
- **Units can return up to 100% of their initial order in FULL CASES of product at early return days. No singles.**
- **We will not accept bricks of chocolate pretzels**
- Do **NOT** put stickers, tape or anything else on product. Post-it notes are OK. Do not write on bags or boxes.

FINAL RETURNS

- **Units will only be able to return up to 15% of their TOTAL Show and Deliver order as of Oct 7.**
- **Single packages in good condition will be accepted at FINAL return sites only.**
- On Final Return dates, each warehouse will have the calculated amount each unit can return. Any product over the 15% mark, the unit will keep and continue to sell. For example, if the unit is \$400 over in product they can return, they can choose to keep whatever \$400 in product they feel they can sell easiest. Staff advice available at the sites.
- Any member of the unit can bring returns in if the popcorn chair is unavailable.
- Return dates for popcorn are scheduled below (subject to change, check www.buyscoutpopcorn.com for changes).

Sunday, Nov. 10	Final Returns Locations	4 p.m.-7 p.m.
Sunday, Nov. 10	Snack Semi	9 a.m.-5 p.m.

ABSOLUTELY NO RETURNS AFTER NOV. 10

Inventory Management Help

- Visit the popcorn Facebook trading page via www.buyscoutpopcorn.com. Transfer and trade with other units in Northern Star. Transfers are initiated by the giving Unit in the Leader Portal. (See transfers on previous page)
- Have over 15% to return? Keep selling! Have an additional storefront by checking what storefronts are left in the TE leader portal, or scheduled your own. The key is to ask for help **EARLY**. Most of the units that had leftover product were able to get rid of all of it before the end of the year because they let Northern Star know they had it. We get late orders, new units and many others that need product. The key is to let us know early in the sale so we can help!
- Communicate with your Scouts. Encourage them to update their app with current sales. Have them report back actual product still unsold and transfer it to Scouts who have waiting customers. Prior to picking up additional product make sure you know where your product is with your Scouts.
- Don't have your Scouts give their product out right away to easy sales (parents and immediate family). Use that at storefronts and door-to-door so you have popular items in stock for sales.
- For specific inventory control questions, contact Council Volunteer Mike Glass, listed on the back cover of this booklet.

Home Delivery **\$15,000+ in sales in 2023**

- Units that sold a total of \$15,000+ in 2023 total have earned Home Delivery in 2024.
- Must order at least \$7,000 or 35% of last year's sale (whichever is greater).
- Units will be contacted by the courier 2-4 days prior to their delivery date in Sept. to schedule drop off.
- Units that order \$15,000+ in take order will have it delivered in Nov.

Hometown Heroes (HH)

Last year, over \$100,000 in popcorn was delivered to local Police, Fire, EMS, Military and more in our communities!

Again this year we will offer product for units at the take order distribution centers to take for local HH deliveries.

DO's and DON'Ts about Hometown Heroes

- Do know that all HH sales count toward a Scout's sales totals, just like any other product. They earn the same commission percentage.
- Do tell customers that 100% of the HH sales will be donated to police, fire, EMS, military employees and families.
- Do choose to distribute your HH locally! Units can choose to pick up product equal to the amount they sell to give away to their local HH, or the unit can choose to have Northern Star Scouting distribute it.
- Do put out a bucket/boot/etc. at your storefront to collect donations for HH popcorn. Encourage rounding up!
- Do make sure to submit your HH order through the Trail's End website for the TAKE ORDER order.
- Don't use donations for anything other than Hometown Heroes popcorn. National Scouting policy is that units are not allowed to ask for cash donations. All donations given while selling popcorn should go towards HH.
- **Don't use your excess inventory to fill Hometown Heroes popcorn. Northern Star has this program so it can use its excess inventory after returns to fill the HH need.**
- Don't forget to take pictures of your Scouts interacting with your Heroes.
- HH DON'T use your donations to balance lost/miscalculated inventory. Reconcile within your unit funds, not HH.
- Again this year, when using the Trail's End App, Scouts have the ability to offer add-ons of \$1 and more Hometown



Payments

- Payments are due to the Northern Star office on or before **Dec. 13, 2024**. Please be prompt with your payment.
- Your invoice is found in the Leader Portal. Northern Star Scouting does front the cost of all product and does not ask its units to pay their invoice right away. You can pay earlier if you're sure you have finalized sales numbers. Make sure Due to Council and Credit Pending sections are at \$0 before sending payment. See the "Making Sense of Your Invoice" document in the Kernel Central section of www.buyscoutpopcorn.com.
- **Bounced checks:** Northern Star Scouting will work with units if they receive a bounced check from a popcorn buyer. See bounced check policy on www.buyscoutpopcorn.com. **Form must be submitted by Jan. 31, 2025.**
- If you are having problems collecting funds from someone in your unit (after a reasonable number of attempts) please contact Northern Star Office: 612-261-2405.
- Please submit **ONE** check to the Northern Star Scout office via mail or drop off with your invoice. Please include your 4 digit Unit # in the memo area.
- Checks can be mailed to: Northern Star Scouting, 6202 Bloomington Road, Fort Snelling MN, 55111.
- You can also call the Council office with a unit Credit or Debit Card. 612-261-2300
- [Payments not submitted by December 13 may be assessed a 4.25% late fee.](#)

Scout Accounts

Some units allow youth to accrue portions of funds raised in an account under their name. To prevent violation of IRS "private benefit" rules, the youth member should not earn more than 20% of the total gross from a fundraiser; the funds may only be used for Scouting purposes reflected within the scope of unit activities; and the criteria for how much "credit" they have earned should be based on Scout spirit and participation in all activities, rather than how much a Scout raised in the fundraiser. If a youth transfers to another unit, such funds can follow to the new unit, but must be transferred directly from one unit to another. Please check your unit's bylaws for how much gets transferred.

Commission Structure

Commission Type:	Commission Percentage:
ONLINE DIRECT*	35%
TRADITIONAL/S&D/TAKE ORDER	32%
Training Bonus	3%
Cash Option (for Troops/Crews only)	4% (must have entire unit do)

A note about the 4% Cash Option. With the Trail's End Amazon Gift Card program, it makes sense for some units to NOT do the 4% cash option and do the Amazon prize program as the percentage back in Amazon cards is usually more than the 4%, especially if you have high sellers. Make sure to "do the math" to make sure you are getting the most back for your Scouts and unit.

Trail's End Webinars—For Leaders

Register at: <https://www.trails-end.com/webinars>

- Registration site is open for training!
- New and existing unit kernels are encouraged to attend.
- First session launches mid July
- At time of printing, the last webinar is scheduled for end of August.

Unit Kick Off—try something fun!

Importance of the Kick Off —The Kick-off sets the tone for your popcorn sale. Motivated Scouts and, more importantly, motivated Parents are the key to a successful sale. Have fun! Give away prizes!

SAMPLE Agenda — Welcome and Introductions. Do a Popcorn Cheer or Skit. Have leaders dress up!

Review Pack's/Troop's/Crew's Planned Program

- a. Highlight last year's activities and what's planned for the new year.
- b. Ask SCOUTS what they want to do!
- c. Unit meetings and awards.

Pay for It All with Popcorn

- a. Importance of a Family/Scout Goal—Scouts with goals sell more!!
- b. Unit Goal: What can the Scouts do if they reach the goal? List all the activities your pack budgets!
- c. Unit Budget: Have a "Made Goal" budget, and a "Not Quite to Goal" budget to show the differences in the activities that the Scouts get to do.

What the Family Gets Out of Popcorn

- a. Free Activities!
- b. Free Camping!
- c. Free Registration!
- d. Goal should be tied to "Nothing Out of Parents' Pocket"

Divide Group into Parents and Scouts

Parents

Why We Chose the Popcorn Program
Parent Packet or Guide
Lessons Your Scout Will Learn & Advancements
Unit Calendar and Budget
Sales Date, Order Forms, and Money Collection

Scouts

Role Playing
Sale Forms
Safety & Selling Tips
Prize Program

Recombine Group

- a. Recognize Last Year's Top Selling Scouts.
- b. Generate Enthusiasm.
- c. Extra Incentives.
- d. Give Away Some Prizes!

Council Popcorn Kick Off— Sept. 14

The Kick Off is for all Scouts selling popcorn and their families. Encourage all of your Scouts to attend!

Base Camp

Date/Time: Open house style on Saturday, Sept. 14, 9:00 a.m. - 12:00 p.m.

Location: Base Camp—6202 Bloomington Road, Fort Snelling, MN 55111.

Stations: (subject to change)

Prize Extravaganza/Bonus Prizes/Adventures

Trail's End App Practice Your Pitch

Hometown Heroes Storefront Success

AND MORE!

All Scouts who preregister and attend will receive a laser engraved wooden notepad!

Emails with the sign-up information will be sent out early August to all registered Scouts in the Trail's End app, as well as unit chairs. Emails will be sent to popcorn chairs to forward to parents and Scouts.

Prize Program

The 2024 Prize program has Trails End and Northern Star Scouting rewards—giving more to the Scouts!

- **Trail's End Rewards** — (Not for cash option units) The points system that allows Scouts to earn Amazon gift cards and pick what they want. Cards will be electronic and ordered with 1 click by the unit popcorn chair. Cash sales and Online are 1 point per dollar, Credit Card are 1.25 points per dollar. See below for Bonus Point opportunities.

Bonus Prizes — (All units eligible) Will be at Take Order pick up.

Sell 1 Item— Patch

\$850 Club — Camping Fan/Lantern Combo

\$1250 —NSC Logoed picnic/camping blanket

\$1500—Hometown Heroes appreciation day

\$1900+ — Adventures! Passes include iFly, Ninja Warrior, Nickelodeon Universe, Valleyfair, Brickbuilders 9.0, and more!

\$2500—Champions Pancake Breakfast! January 11, 2025 at Base Camp.



When and How To Order Prizes

AMAZON GIFT CARD ORDERING

- Log into the Leader Portal when all of your sales are accounted for and correct.
- Click on rewards.
- Follow the prompts to order gift cards. It takes a few days for them to be released.
- Order by December 15.
- Invoice must be paid before gift cards are released

Bonus Prize Ordering

- Look for the email sent by Northern Star on Oct 29 with details on ordering your Patches, belt bags and cups.
- Pick up at the Take Order Pick up Site on Nov 21-22

What's New/Returning for 2024?

Here is a quick look at what is new/returning for 2024. Check out the powerpoint or the sales guide for full details!

- NEW—Play BINGO while you sell door to door to win a beverage from Holiday Station stores!
- NEW—Video Tips and Help for Scouts and Parents.
- RETURNING—Set a goal, get free chicken from Raising Cane's!
- NEW—Sell \$100 get a cookie cup from Holiday!
- NEW—Hometown Heroes appreciation event



Scout Portal **Make sure Scouts are registered in the right unit.**

Tristan Whitaker
Troop 9446
District O
Northern Star Council
Scout Code: 5YTNEMGV

*Data refreshes occur up to 1 hr

PROGRESS TO SALES GOAL

SET A GOAL! **N/A** Current Gift Card: \$10
Points to Next Level: 124
Gift Card at Next Level: \$20

626 PTS

KEEP ON PUSHIN!
YOU HAVE MET YOUR GOAL

RANKINGS

Unit	Council	National
#32 SALES (#92 pts)	#2304 SALES (#1882 pts)	#103233 SALES (#45031 pts)

MY STOREFRONT SHIFTS

No data available

TOTAL SALES **FACE-TO-FACE** **ONLINE** (View More)

Scout Dashboard

Scouts can see their progress at a glance. Everything from online sales, storefront shifts scheduled and available, and progress towards goal.

Scout Sales

Shows Scouts how they are doing (updated in real time) and previous customers from the current year.

WAGON SALES

\$350.00

WAGON OWED TO UNIT

\$0.00

SALES BY PAYMENT

CASH \$235.00
CREDIT \$115.00

AVERAGE ORDER VALUE

\$31.82

WAGON SALES BY PRODUCT

PRODUCT	ON HAND	DELIVERED	UNDELIVERED	TOTAL SOLD	% OF SALES
Sea Salt Popcorn - Snack Box	0	0	0	0	
Chocolatey Pretzels	0	0	0	0	
Unbelievable Butter Microwave	0	0	0	0	

fundraiser is over, claim your gift card and start shopping!

TOTAL POINTS

0 (\$0.00)

Sales Pts 0
Promo Pts 0

2023 GIFT CARD VALUE EARNED

\$0.00

SUBMITTED BY LEADER

\$0.00

AMOUNT LEFT TO CLAIM

\$0.00

PENDING GIFT CARDS

\$0.00 = 2023 Unsubmitted \$0.00 + Pending Release \$0.00

MY GOAL

2023 GOAL NEXT DEWARD

MY PRIZES

No prizes selected

Scout Rewards

Scout rewards page will show Scouts their progress towards the Trail's End Amazon gift cards. **It will NOT show them bonus prizes or Adventure prizes from Northern Star Scouting.** It only calculates the Points for the Amazon cards.

Multiple Scouts in a family?

There are pros and cons to having multiple Scouts selling out of one account. BUT—Scout rewards are based per account and cant not earn duplicate or multiple awards for the Scouts. It is recommended that each Scout have their own account to earn their own rewards.

- August—Show and Deliver Orders Due August 29
- Home Delivery Information Due to Northern Star Aug. 29

September 2024

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 Labor Day	3	4	5	6	7
8	9	10	11	12 <div style="border: 1px solid black; padding: 2px; display: inline-block;">Show & Deliver Distribution-See Website for specific date/time for your unit</div>	13	14 Council Kick Off @ Base Camp 9am-12pm
15	16	17	18	19	20 Sale starts @ 5 p.m.	21
<div style="border: 1px solid black; padding: 2px; display: inline-block;">Home Deliveries</div>						
22	23	24	25	26	27	28
<div style="border: 1px solid black; padding: 2px; display: inline-block;">Have Scouts sell door to door in their neighborhoods</div>						
29	30					

Popcorn Success List

- _____ Create your own incentives for your Scouts to motivate them to sell.
- _____ Hold your Unit Kick-off in person or virtually.
- _____ Sign up for a Time and Location for pick up of product.
- _____ Have a plan to hand out the popcorn to Scouts before the sale starts.
- _____ Start weekly communications with parents about upcoming deadlines and prizes.
- _____ Hold a Neighborhood Blitz on a Saturday morning. Meet at a park at 9 a.m. Send the Scouts out selling door to door. Meet back up and celebrate the success with prizes and food.
- _____ Follow up with Scouts to ensure they are out selling, check if more inventory is needed.

October 2024

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
		Assess your inventory		Rosh Hashana		
6 Early Returns 4-7pm	7 Early Returns 4-7pm	8	9	10	11	12
		Hold a Mid Sale Rally			Yom Kippur	
13	14	15	16	17 MEA	18 MEA	19
20	21	22	23	24	25	26
27	28	29	30	31		
Last week of the sale-finish strong -Assess your inventory, fill Take Orders with S&D product. Collect Prize choices						
				Halloween		

Popcorn Success List

- _____ Hold a Den Challenge. Who can sell the most going door to door in your town/neighborhoods?
- _____ Hold a Mid-Sale Rally. Celebrate successes and motivate Scouts to finish strong.
- _____ Give Scouts encouragement and tips if they are having slow sales.
- _____ Assess your Show and Deliver Inventory. Call your Scouts. Have they sold their inventory?
- _____ Reorder inventory. Be mindful of your return percentage.
- _____ Weekly communications with Parents and Scouts.
- _____ Have all of your Scouts' order forms turned in by the end of the sale, or a day before of your choosing.
- _____ Promote Online Direct Sales!

November 2024

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3 Sale ends	4	5	6	7	8	9
10 Final Returns 4-7 pm Take Orders due by 11:59pm	11	12	13	14	15	16
17	18	19	20 Take Order Home Deliveries		22	23
				21 Take Order Distribution See Website for specific date/time for your unit		
24	25	26	27	28 Thanksgiving	29	30
					PAYMENTS DUE Dec. 13	

Popcorn Success List

- _____ Organize all of your orders. Fill remaining orders with leftover Show and Deliver product.
- _____ If needed, return product to one of return sites. Only 15% or less of your overall Wagon Sales order can be returned.
- _____ Order Take Order Product via the website before or on Sunday, Nov. 10.
- _____ Secure someone to pick up any needed popcorn at the Take Order site.
- _____ Gather all funds from Scouts and submit one check to Northern Star Scouting before Dec. 13.
- _____ Recognize Scouts for a job well done.

Contact Information www.buyscoutpopcorn.com

Need help? Have questions? Contact a District Popcorn Chair for answers:

<u>Area</u>	<u>Volunteer</u>	<u>Phone</u>	<u>Email</u>
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