

ON-LINE SELLING/ORDERING

Setting up to sell On-Line

Scouts with parents permission can set up an on-line account by going to www.Trail's-End.com and click the Register button at the top of the screen. Click on Scout/Parent and answer the questions to complete registration. Complete Scout Profile and a description of why you are raising money. Create a goal and select your favorite product. You can view your fund-raising page. Share. You can view your on-line orders.

Unit Scout List

Trail's End System allows unit leaders to track the popcorn sale for each Scout. To view your unit's Scout list, click the SCOUTS tab on your unit homepage. The Scout list is populated in two ways: Manually by a unit leader and by Scouts registering Trail's End online selling accounts at www.Trails-End.com. Scouts that have registered online selling accounts, and affiliated their accounts to your unit should already be displayed in your Scout list.

At the Unit homepage click the SCOUTS tab. Click NEW SCOUT button. Type the first and last name of the Scout, and then click SUBMIT. Click the pencil button to edit a Scout, and the trashcan button to delete. Click the move button to move scouts to another unit in the council. Click the merge button to bring duplicate scout accounts together.

A Unit Leader Reference Guide and Training Videos are available under the Help Documents.

Prairielands Council



BOY SCOUTS OF AMERICA

Fall Popcorn Sale

Show-n-Deliver Orders Due
Thursday, August 30, 2018

Sale Begins
Saturday, September 15, 2018

Take & Prize Orders Due
Friday October 19, 2018

Your Guide to All Things Popcorn

Thank you for participating in Prairielands Council's Fall Popcorn Sale featuring Trail's End Popcorn.

This guidebook has been produced as a tool to help with the administration of your sale. You should be able to find all of the information needed. Please pay particular attention to the calendar and note the "by dates".

Be sure to study all of the forms that support the popcorn sale. Study the prize brochure so that you understand the rules and can ensure that your Scouts and their families understand them as well! Please contact Sharon Kirk, if you have any questions: (800) 464-7291, ext. 6440, 217-531-2018 or sharon.kirk@scouting.org.

TABLE OF CONTENTS

Master Calendar Page 3

Sale Method Details Page 6

Products Page 4

Distribution Page 6

Sale Methods Page 5

Prize Information Page 7

Show-N-Deliver
Take Order

On-Line Information Page 8

Popcorn Helplines

Prairie Fire	Lovetta Ash-Simpson Parker Arnholt	217-531-0217 217-531-0211
Many Trails	Mike Graham	217-531-0212
Council	Sharon Kirk	217-531-0218
	Web site	prairielandsbsa.org

Prize Information

Prizes or Cash Option!!. Units can opt for the 3% cash option and return more money back to the Scouts and/or unit.

Units choosing the 3% cash option need only mark their order form(s) "**CASH OPTION**" and the extra 3% will be added to your commission. Cash option units - **remember to order your patches, \$650 & \$1000 level prizes, \$1,500 level prizes, and \$2,500 Trail's End Scholarship Program**

Units using the council provided prize program, read the brochure carefully and make sure that the parents understand the rules. Remember that *AMOUNTS ARE BASED ON LEVELS ***

***The prizes & patches can be ordered on-line at www.boyscouts-gcc.com.**

\$650 Club—Scouts who sell \$650 of popcorn will receive a \$20 gift certificate to use at the Prairielands Council Scout Shop.

Join the \$1,000 PLUS Club for more Prizes & Fun!

\$1,000 level—The Scout and a guest will be invited to a special screening of the new Legos 2 Movie. Award Presentation with ribbons & trophies.

\$1,500 level—The Scout will be invited to the Spin To Win Party. *Every Scout spins for an extra prize.

\$2,500 level—Enter the Trail's End Scholarship Program.

SHOW-N-DELIVER RULES TO LIVE BY:

- ⇒ Show-N-Deliver is not intended to replace Take Order sales
- ⇒ Orders are due by **August 19.**
- ⇒ Orders are in **FULL CASES ONLY.**
- ⇒ Unsold product may be returned for a full credit
 - Must be returned by **OCTOBER 19.**
 - Must be returned in **FULL CASES ONLY.**
- ⇒ Show-N-Deliver must be **paid in full** on **OCTOBER 19.**

TAKE ORDER RULES TO LIVE BY

- ⇒ Take Order can be used in conjunction with Show-N-Deliver.
- ⇒ Orders are due by **OCTOBER 19.**
- ⇒ Order in **CONTAINERS !!!**
 - Distribution is faster, more efficient and error free
 - Excess product can be easily sold for additional profit
- ⇒ Product must be paid in full by **November 30.**
- ⇒ Late orders must be in full cases and will require and additional \$5 per case to cover UPS costs. Late orders will be shipped to the unit popcorn kernel

Picking Up Your Popcorn

SIGN UP FOR A PICK-UP TIME at one of the **POPCORN MEETINGS**
OR

CALL THE RAYMOND LEE SCOUT SERVICE CENTER
1 (800) 464-7291, ext. 6440 TO GET ON THE SCHEDULE

Show-N-Deliver popcorn can be picked up on September 15th at TBA.

Take Order popcorn can be picked up at the following locations:

November 3rd
TBA

Faulstich Printing, 2001 E. Voorhees, Danville, Ill

Use the following as a guideline for cases per vehicle:

- | | |
|----------------|-------------------|
| Up to 20 Cases | Mid Size Car |
| 20-40 Cases | Jeep |
| 40-60 Cases | Mini Van |
| 60-70 Cases | Suburban/Explorer |
| Over 70 Cases | U-Haul or Truck |

MASTER CALENDAR

CRITICAL DATES ARE BOLD

- Aug 15 or 16** Council **KICK-OFF & Sales Packet Pickup**
- August 30** Show-N-Deliver orders due (Full Cases)
- September 15** Sale Begins
- September 15** Show-N-Deliver distribution—TBA
- October 19** Sale Ends
 - ⇒ Show-N-Sell Returns are due
 - ⇒ Full payment on Show-N-Deliver not returned
 - ⇒ Take Order product order is due (**by container**)
 - ⇒ Prize Orders or Cash Option are due
 - ⇒ \$650 Salesmen & higher *with sale amounts* are due
- November 3** Popcorn Distribution at all sites:
 - Champaign—TBA Warehouse
 - Danville—Faulstich Printing
- November 30** Take Order Payment due to the Raymond Lee Scout Service Center

Know Your 2018 Products and Prices

⇒ Chocolate Lover's Collection Tin	\$55
⇒ Military Popcorn Donation (Take Order)	\$50
⇒ Bears Chicago Mix Tin (Take Order)	\$50
⇒ Cheese Lover's Collection Tin	\$35
⇒ Salted Caramel Corn Tin (16 oz)	\$30
⇒ Military Popcorn Donation (Take Order)	\$30
⇒ Chocolate Caramel Crunch Tin (15 oz)	\$25
⇒ Cardinals Caramel Corn with Nuts Tin	\$20
⇒ 18 pk Unbelievable Butter (Micro)	\$20
⇒ 18 pk Kettle Corn (Micro)	\$20
⇒ White Cheddar Cheese Corn (bag) (5.25oz)	\$15
⇒ Jalapeño Cheddar Cheese (bag) (5.25 oz)	\$15
⇒ Classic Caramel Corn (bag) (11 oz)	\$10
⇒ Popping Corn (bag) (30 oz)	\$10

**Only 14% of households are
contacted to buy popcorn**

Sales Methods

86% of Households Are Never Asked to Support Scouting
KNOCK ON DOORS!

SHOW-N-DELIVER

Show-n-deliver is a fast and easy way to boost your sales by as much as 30%.

Show-n-deliver product is ordered by AUGUST 30. It is delivered on SEPTEMBER 15th and taken on a "consignment basis". Any unsold product can be returned by the full case for a full credit.

Go door to door with product in hand. Take orders or "Show-and-deliver" for those customers who want it right now!

TAKE ORDER

Take order, the tried and true method that Prairielands Council Scouts have been using for over 30 years.

Take order is the "staple" of the fall product sale.

A Scouts Success will always be calling on friends, family and neighbors. Huge sales can be achieved by knocking on doors in the community. Remind Scouts to wear their uniform and to have an adult with them! Communicate clearly what you will be using the profits for!