



Prairielands Council, Boy Scouts of America
2018 Popcorn Sale

Mystery House

Unit Leader's Guide to "Mystery Houses"

A "Mystery House" is a private home where the owners have agreed to participate in the 2018 Popcorn Sale. At a "Mystery House" the first Scout to knock on the door and sell Popcorn will receive a \$10.00 Walmart Gift Card on the spot!

The purpose of a "Mystery House" is to challenge Scouts to expand their sales opportunity by going door to door. By doing so they will not only increase their sales, they will gain confidence in public speaking, learn sales techniques, and understand how persistence can eventually help reach a goal.

There are 30 "Mystery Houses" scattered around Prairielands Council. They include: Four in Champaign, two in Danville, two in Urbana and one each in Arcola, Arthur, Atwood, Catlin, Chebanse, Covington, Georgetown, Gibson City, Hooperston, Mahomet, Monticello, Paxton, Rantoul, Savoy, St. Joseph, Tilton, Tolono, Tuscola, Veedersburg, Villa Grove, Watseka and Westville.

Some details about a "Mystery House":

- 1) "Mystery Houses" are not necessarily connected to Scouting. They may be community leaders or acquaintances or personal friends of those securing the locations. "Mystery Houses" will only be located in private homes in city limits. They will not be in apartment buildings/complexes, mobile home parks or rural areas.
- 2) The "Mystery House" owner will not reveal him or herself right away. The Scout must make his "popcorn pitch" first. Once a sale is complete, the owner will reveal that this is a "Mystery House" and the Scout will be given his \$10.00 Walmart Gift Card.
- 3) Once the Scout has learned he's hit a "Mystery House", he/she will be asked by the owner to tell them his/her name and Pack, Troop or Crew number. While we normally would not recommend giving out a Scout's name, please let your Scout's know it is okay in this situation.
- 4) Scouts selling using the "Show & Deliver" sales option and the "Take Order" option are equally eligible to receive the "Mystery House" prize.

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"Mystery House" page 2

- 5) When going door to door, Scouts are required to be with an adult and in some cases, may be with another Scout. If two Scouts show up at a "Mystery House" door at the same time, the "Mystery House" prize goes to the first Scout who successfully pitched the sale as determined by the home owner.
- 6) "Mystery House" owners have been told about the Venturing program and understand that their Scout could be a girl.....so Venture Crews.....you're in the game!!!
- 7) Beginning October 1st hints about "Mystery Houses" will show up on the Prairielands Council Facebook page. "Like" Prairielands Council, Boy Scouts of America to view these hints.

If you have any questions about "Mystery Houses" or anything related to the 2018 Popcorn Sale, contact Sharon Kirk at sharon.kirk@scouting.org or at 217-531-0218.