



KERNEL CHECK LIST

HOW TO HAVE A SUCCESSFUL YEAR IN SCOUTING WITH YOUR POPCORN SALE

MARCH - JULY

- Build your team! Don't do this alone
- View online training videos at www.trails-end.com
- Call local stores and retailers to secure storefront locations
- Attend your district's Ideal Year of Scouting training for best practices on program planning and budgeting
- Meet with your Unit Committee to make a calendar and set a budget
- Talk with your unit's Membership Chair to understand how many Scouts they expect to recruit
- Attend your district's popcorn training
- Clean up your Scout roster for Scouts who have crossed over or dropped
- Add storefront shifts you have secured to the Trail's End App for your Scouts to reserve

AUGUST

- Place your unit's popcorn order
- Have a unit kickoff for your Scouts and Scout parents to get excited about the fundraiser. We recommend have your kickoff no more than two weeks before the sale begins
- Have each Scout download and sign in to the Trail's End App at your unit kickoff
- Pick up popcorn at your district warehouse
- Hand out popcorn to Scouts and start selling!
- Pickup more popcorn on the weekly replenishments.

SEPTEMBER/OCTOBER

- Host a neighborhood blitz as a unit to encourage door-to-door sales. You can do multiple!
- Transfer products to other units, if needed.
- Place your final popcorn order

NOVEMBER

- Pay your unit invoice statement
- Confirm your Scouts' sales totals on the Sales page on www.trails-end.com
- Submit your unit's Rewards order
- Have a party to celebrate the end of a successful fundraiser and hand out bonus gift cards to Scouts who earned them!

DECEMBER

- Relax! Thank you for all you do for your Scouts and Scout parents!

HAVE FUN! DO THIS EVERY MONTH!

Join us on Facebook! <https://www.facebook.com/groups/TEPopcornCommunity/>

For more information on popcorn, go to <https://www.trails-end.com/>