Inside this guidebook you will find the following details about the sale:

Welcome Letter ................................................................. Page 3
Why Sell Popcorn .......................................................... Page 4
Calendar ................................................................. Page 5
Contacts ............................................................... Page 6
Commission and Incentives .............................................. Page 7
Patches/GSMC Incentives/Mystery House ......................... Pages 8-10
Scholarship & Prizes .................................................... Pages 11-13
Products & Military Sales ................................................ Pages 14-15
How To: BSA Guidelines ................................................ Pages 16-19
How To: Kickoff Planner/Be Safe/Sales Tips ....................... Pages 20-24
How To: Trail’s End Website –
  App FAQ/Ordering/Credit Cards ................................. Pages 25-30
How To: Forms .......................................................... Pages 31-39
  Vehicle Capacity/Product Order Forms/Top Salesman Report
  Patch Order Form/Unit Commitment Form
Dear Unit Leaders:

Congratulations on making the choice to have your unit fund its Scouting program through the Popcorn Fundraiser.

The Popcorn Sale is a great way for you to fund your unit’s Scouting year and meet the needs of your unit and individual Scouts all while providing a quality program for your Scouts.

The money you earn from the sale of popcorn can be used to cover registration fees, trips, activities, day camps, summer camps and high adventure experiences (for the youth) with less out-of-pocket expense for your families. Help all of your families save money by encouraging 100% Scout Participation! This year's popcorn fundraiser can be the best fundraiser ever!

The sale is also important to our council. The funds earned by the Great Smoky Mountain Council from the sale of popcorn are used within several areas. Proceeds from the sale of popcorn has been used to make improvements to our council summer camp, day camps, and resident camps.

We hope you’ll use this guidebook as a step-by-step manual to planning, executing, and enjoying the rewards of a successful popcorn sale. After all, we know that the most important part of the popcorn sale is what it allows your unit to do!

Thank you for your participation. Have a Great Sale and an even better year in Scouting!

Sincerely,

Your Popcorn Team
WHY SELL POPCORN...

- Turn-key unit fundraiser - No upfront money required, no risk to unit.
- Scouts can earn their own way in Scouting with just one fundraiser a year.
- Personal growth program for Scouts with BSA advancement opportunities.
- Over 73% supports local Scouting programs.
- High quality and best tasting products.
- Multiple ways to sell - Storefront Sales, Wagon Sales, Take Order, and Online Sales.

BEST WAYS TO SELL

<table>
<thead>
<tr>
<th>STOREFRONT SALES</th>
<th>Involves coordinating booths in high foot traffic locations throughout your community. Begin the reservation process early (in the spring/summer) to reserve the best locations. It is best practice to have ONE Scout and ONE parent at each shift to cover more shifts during the course of the sale.</th>
</tr>
</thead>
<tbody>
<tr>
<td>WAGON SALES</td>
<td>Involves the Scout bringing product door-to-door to customer residences to ask for support. This method is preferred for neighborhoods close to home. A large percentage of home-owners say that no Scout has ever come to their door, missing this great opportunity. Product is carried with the Scout in a wagon or vehicle, making it a quick and easy process for the customer.</td>
</tr>
<tr>
<td>WAGON SALES</td>
<td>Scouts collect orders on their order form, for product to be delivered at a later date. The Scout turns in the order form to the unit’s popcorn team, to be ordered and delivered later. This can also be taken through neighborhoods, but is great for parent’s co-workers, friends and family. It is at unit's discretion whether money is collected up front or upon delivery.</td>
</tr>
<tr>
<td>ONLINE SALES</td>
<td>Online sales are easier than ever for you to sell to out-of-town friends and family. Scouts set up their online account by downloading the Trail's End App or at <a href="http://www.trails-end.com">www.trails-end.com</a> and share their fundraising page via email, social media, and text message. Customers pay securely online and the product is shipped directly to them. The unit has no involvement in the ordering or shipping process. Online sales are open year-round!</td>
</tr>
<tr>
<td>Date</td>
<td>Event</td>
</tr>
<tr>
<td>------------</td>
<td>------------------------------------------------------------------------</td>
</tr>
<tr>
<td>May/June</td>
<td>Unit Sign-Up Time for 2019 Sale</td>
</tr>
<tr>
<td>July 25</td>
<td>Central Popcorn Kick-Off/ Council Office 6:30pm</td>
</tr>
<tr>
<td>July 30</td>
<td>Western Popcorn Kick-Off/ First Baptist Lenoir City 6:30pm</td>
</tr>
<tr>
<td>August 6</td>
<td>Eastern Popcorn Kick-Off/ Bass Pro Shop 6:30pm</td>
</tr>
<tr>
<td>August 1</td>
<td>Internet Sales Begin</td>
</tr>
<tr>
<td>August</td>
<td>Districts Conduct Show-N-Sell Location Sign-ups for Units</td>
</tr>
<tr>
<td>August 29</td>
<td>Council Popcorn follow up Kickoff</td>
</tr>
<tr>
<td>August 30</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Show N Sell Popcorn Order Due to Council</td>
</tr>
<tr>
<td>September 9</td>
<td>Take Order Sales Begins</td>
</tr>
<tr>
<td>September 9</td>
<td>Blitz Club Begins / Mystery Houses Begin</td>
</tr>
<tr>
<td>September 18-19</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Show N Sell Popcorn Distribution to Units</td>
</tr>
<tr>
<td>September 20</td>
<td>Show N Sell Popcorn Sales Begin</td>
</tr>
<tr>
<td>October 9</td>
<td>Blitz Club Time Period Ends</td>
</tr>
<tr>
<td>October 10</td>
<td>Blitz Club Salesman Form Due</td>
</tr>
<tr>
<td>October 15</td>
<td>Mid Sale Kickoff for new and reorganized units</td>
</tr>
<tr>
<td>October 15</td>
<td>Show N Sell checkpoint with selling units</td>
</tr>
<tr>
<td>October 28</td>
<td>Take Order &amp; Show N Sell Ends</td>
</tr>
<tr>
<td>October 28</td>
<td>Popcorn Returns &amp; Payment Deadline</td>
</tr>
<tr>
<td>October 29</td>
<td>Salesman Prize Orders Due</td>
</tr>
<tr>
<td>October 29</td>
<td>Unit 2&lt;sup&gt;nd&lt;/sup&gt; Popcorn Orders Due to Council</td>
</tr>
<tr>
<td>November 1</td>
<td>Hamblen County Sales Begin</td>
</tr>
<tr>
<td>November 7</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Popcorn Distribution to Units</td>
</tr>
<tr>
<td>December 4</td>
<td>Hamblen County Orders Due</td>
</tr>
<tr>
<td>December 5</td>
<td>Popcorn Money Due</td>
</tr>
<tr>
<td>December 11</td>
<td>Hamblen County Popcorn Distribution</td>
</tr>
<tr>
<td>December 13</td>
<td>Commission Drops 5%</td>
</tr>
<tr>
<td>December 19</td>
<td>Hamblen County Popcorn Money Due</td>
</tr>
<tr>
<td>December 20</td>
<td>Commission Drops 10%</td>
</tr>
</tbody>
</table>
**District Kernels**

<table>
<thead>
<tr>
<th>District</th>
<th>Name</th>
<th>Phone</th>
<th>E-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Catoosa</td>
<td>Amanda Jolly</td>
<td>931-202-2232</td>
<td><a href="mailto:akjolly91@gmail.com">akjolly91@gmail.com</a></td>
</tr>
<tr>
<td>Chehote</td>
<td>Vanessa Sexton</td>
<td>865-765-1619</td>
<td><a href="mailto:changeyourheartchangeyourlife@yahoo.com">changeyourheartchangeyourlife@yahoo.com</a></td>
</tr>
<tr>
<td>Cherokee</td>
<td>Stephanie Shepard</td>
<td>423-258-3982</td>
<td><a href="mailto:stephshepard74@gmail.com">stephshepard74@gmail.com</a></td>
</tr>
<tr>
<td>Cumberland</td>
<td>Tammy Duncan</td>
<td>423-319-7246</td>
<td><a href="mailto:tammymduncan@hotmail.com">tammymduncan@hotmail.com</a></td>
</tr>
<tr>
<td>Echota</td>
<td>Neil Rasor</td>
<td>865-389-2114</td>
<td><a href="mailto:neil@chancey-reynolds.com">neil@chancey-reynolds.com</a></td>
</tr>
<tr>
<td>Pellissippi</td>
<td>Paul Bennett</td>
<td>865-291-8164</td>
<td><a href="mailto:pauljoebennett@yahoo.com">pauljoebennett@yahoo.com</a></td>
</tr>
<tr>
<td>Sequoyah</td>
<td>Nicole Browning</td>
<td>865-274-1846</td>
<td><a href="mailto:browningnic@yahoo.com">browningnic@yahoo.com</a></td>
</tr>
<tr>
<td>STEM</td>
<td>David Little</td>
<td>865-470-4890</td>
<td><a href="mailto:dlittle@nalco.com">dlittle@nalco.com</a></td>
</tr>
<tr>
<td>Toqua</td>
<td>Paul Renier</td>
<td>615-943-0613</td>
<td><a href="mailto:paul.renier@gmail.com">paul.renier@gmail.com</a></td>
</tr>
<tr>
<td>Tuckaleechee</td>
<td>Michele Ellis</td>
<td>865-684-3660</td>
<td><a href="mailto:michele.ellis55@gmail.com">michele.ellis55@gmail.com</a></td>
</tr>
<tr>
<td>Unaka</td>
<td>Jill Grooms</td>
<td>423-744-4652</td>
<td><a href="mailto:mjgrooms@comcast.net">mjgrooms@comcast.net</a></td>
</tr>
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</table>

**District Executives**

<table>
<thead>
<tr>
<th>District</th>
<th>Name</th>
<th>Phone</th>
<th>E-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Catoosa</td>
<td>Dunkan Gibson</td>
<td>423-972-0750</td>
<td><a href="mailto:dunkan.gibson@scouting.org">dunkan.gibson@scouting.org</a></td>
</tr>
<tr>
<td>Chehote</td>
<td>Anthony Ingram</td>
<td>865-850-4405</td>
<td><a href="mailto:anthony.ingram@scouting.org">anthony.ingram@scouting.org</a></td>
</tr>
<tr>
<td>Cherokee</td>
<td>Micah Huffman</td>
<td>865-621-2898</td>
<td><a href="mailto:micah.huffman@scouting.org">micah.huffman@scouting.org</a></td>
</tr>
<tr>
<td>Cumberland</td>
<td>Micah Huffman</td>
<td>865-621-2898</td>
<td><a href="mailto:micah.huffman@scouting.org">micah.huffman@scouting.org</a></td>
</tr>
<tr>
<td>Echota</td>
<td>Jeff Smith</td>
<td>865-237-9537</td>
<td><a href="mailto:jeffery.smith@scouting.org">jeffery.smith@scouting.org</a></td>
</tr>
<tr>
<td>Pellissippi</td>
<td>Abby Ketron</td>
<td>865-333-0935</td>
<td><a href="mailto:abby.ketron@scouting.org">abby.ketron@scouting.org</a></td>
</tr>
<tr>
<td>Sequoyah</td>
<td>Russ Patterson</td>
<td>423-312-3057</td>
<td><a href="mailto:russell.patterson@scouting.org">russell.patterson@scouting.org</a></td>
</tr>
<tr>
<td>STEM</td>
<td>James Gaddis</td>
<td>865-603-4149</td>
<td><a href="mailto:james.gaddis@scouting.org">james.gaddis@scouting.org</a></td>
</tr>
<tr>
<td>Toqua</td>
<td>Derek Brawner</td>
<td>423-539-0970</td>
<td><a href="mailto:derek.brawner@scouting.org">derek.brawner@scouting.org</a></td>
</tr>
<tr>
<td>Tuckaleechee</td>
<td>Jeramie Walkup</td>
<td>865-278-0240</td>
<td><a href="mailto:jeramie.walkup@scouting.org">jeramie.walkup@scouting.org</a></td>
</tr>
<tr>
<td>Unaka</td>
<td>Ryan Hixson</td>
<td>423-368-1573</td>
<td><a href="mailto:ryan.hixson@scouting.org">ryan.hixson@scouting.org</a></td>
</tr>
</tbody>
</table>
Your unit can earn up to 36% in commission for Take Order sales and Show N Sell sales of popcorn.

Unit Commission Plan with Prizes:

- 26% of Gross Unit Sales
- 28% for units with sales of $4,000+
- 31% for units with sales of $6,000+

Unit Commission Without Prizes:

- 31% of Gross Unit Sales
- 33% for units with sales of $4,000+
- 36% for units with sales of $6,000+

Ensure Your Unit Receives Full Commission:

- Council Payment Due December 5th
- Hamblen County Due December 19th
- After December 13th Commission drops 5%
- After December 20th Commission drops 10%

ONLINE SALES COMMISSION:

- 30% for **ALL** online sales
- Commissions are posted to the unit account as a credit this reduces the amount the unit will need to pay the council for their popcorn
All scouts that sell $100 or more of popcorn will earn this custom patch only available to Great Smoky Mountain Scouts.

You can also earn pins by doing the following:

**Have one Online Sale!**

![Online Sales Pin](image)

**Have one or more Military Sales!**

![Military Sales Pin](image)

**Achieve $650 in Total Sales!**

![Top Seller Pin](image)

The total sales amount applies to all parts of the sale; including, Face-to-Face sales (Show & Sell, Show & Deliver, and Take Orders) and Online Sales.

Patches will be ordered along with prizes at the end of the sale by the Unit Popcorn Kernel.
All Scouts that sell $50 or more of Popcorn will Earn this custom patch

*Only Available To Great Smoky Mountain Council Scouts!*

Blitz Club!! – Its BACK - - - Earn a SURVIVAL BOTTLE!

All Scouts that sell at least $400 during the first four weeks of the sale (September 9-October 9) will receive a Survival Bottle for all of their scout outings! Many of the ten-essential gear for all campers.

Mystery House  - - - Find a Mystery House, earn a Prize!

Houses in your community will be selected to have the winning certificates for the 2019 Mystery House! When you receive a Mystery House certificate, bring it to the Great Smoky Mountain Council Service Center and you will be able to pick from the Treasure Chest of awesome prizes! Look for Clues beginning September 9, 2019!

Additional Sale Incentives:

$150 Club
- REGAL MOVIE DAY!
  - Two FREE Regal Movie passes for 9AM, Saturday, January 11, 2020!

$450 Sports Club
- ICE BEARS HOCKEY GAME!
  - One FREE Ticket to a Knoxville Ice Bears Home Game! *

$650 Club
- DOLLY’S PIRATE VOYAGE TOP SALESMAN AWARDS DAY!
  - Scouts receive a free ticket! Date is TBD. Parents, Leaders, other Scouts & family members will be able to purchase Scout Day Admission tickets for a special per person discount!
  - *All Top Salesman & Top Selling Units will be recognized during the event!

$1,000 Club
- SMOKIES VIP DAY!!
  - Scouts and an adult of their choosing get FREE Ticket! *

Top Council & District Salesman
- The Top Selling Scout in the Council (1) will receive a $250 Scout Shop gift card and the top Selling Scout from each district (10) will receive a $100 Scout Shop gift card. The Top selling Scouts must sell a minimum of $1,000 to qualify.

* Scouts will receive all incentives up to their level of sales
* For the 2019-2020 season. Game date to be determined.
Welcome to the Great Smoky Mountain Council’s Popcorn Sale “Mystery House” Program! During the popcorn sale period (September 9 through October 27, 2019) if you are the first to knock on the door of one of our Mystery Houses, you will be eligible to select a prize from prize box at the Council Office.

*BSA Ultralight Hammock w/straps*  
*LEGO Star Wars Starship Set*  
*Build Your Own Drone*  
*LEGO Super Heroes Kit*  
*V Pad Insulated Sleeping Pad*  
*20 Degree Sleeping Bag*  
*Leatherman Leap Camping/Survival Multi Tool*  
*Walkie Talkie Set 5KM range*  
*Camping Blue Tooth Speaker*  
*Trekking Poles*  
*Hydration Pack*  
*BSA Scout Shop $25 gift card*  
*BSA Scout Shop $75 gift card*  
*Headlamp Tikkina 150*

*SOL Scout Survivor Kit*  
*Leatherman Squirt Multi Tool*  
*Nano Space Station*  
*Neptune II Drone*  
*Mountaineer 70L Backpack*  
*Ninja Rope & Slack Line set*  
*Eclipse MP3 Player 4 GB*  
*Space Scooter*  
*2 Person Camping Tent*  
*One Person Backpacking Tent*  
*Camp Stove w/Regulator*  
*BSA Scout Shop $50 gift Card*  
*RC Flash Speed Motorcycle*

To select and receive your item, you must bring this certificate to the Great Smoky Mountain Council Scout Center located at 1333 Old Weisgarber Road, Knoxville, TN 37909. You will then select from the remaining prizes available. (first come/first served) Or email tracy.slice@scouting.org with your prize selection!!

**MYSTERY HOUSE CLUES ARE AVAILABLE AT:**
[https://www.easttnscouts.org/parents/fundraising/](https://www.easttnscouts.org/parents/fundraising/)
TRAIL’S END REWARDS
EARN BIGGER REWARDS THAN EVER BEFORE

BUY THE PRIZE(S) YOU WANT WITH AN AMAZON.COM GIFT CARD
TO REDEEM YOUR AMAZON.COM GIFT CARD, SCOUTS MUST HAVE A REGISTERED TRAIL’S END ACCOUNT.
SEE MORE PRIZES AT REWARDS.TRAILS-END.COM

2018 TOP SELLERS
$88,073
Beck
Virginia
$88,017
Mason
Michigan

REWARD IDEAS:
Sell $3,500
Earn a $225
Amazon.com Gift Card

+ BONUS LEVEL +

TRAIL’S END SCHOLARSHIP PROGRAM
Sell $7,500 of qualifying Trail’s End products in any calendar year and have 0% of
your total sales count towards your Trail’s End Scholarship. Once awarded, 50%
of your sales each year will go towards the scholarship. You only have to sell $2,500 minimum one time. Visit www.trails-end.com/scholarship for full
program details.

NO LIMIT
Sell above $15,000 and earn 8% of your total sales in
the form of an Amazon.com Gift Card.

REWARD IDEAS:
Sell $15,000
Earn a $1,200
Amazon.com Gift Card

REWARD IDEAS:
Sell $10,000
Earn an $800
Amazon.com Gift Card

REWARD IDEAS:
Sell $7,500
Earn a $650
Amazon.com Gift Card

REWARD IDEAS:
Sell $5,000
Earn a $350
Amazon.com Gift Card

REWARD IDEAS:
Sell $350
Earn a $10
Amazon.com Gift Card

KEEP GOING!

REWARD IDEAS:
Sell $80,000
FAMILY VACATION!

REWARD IDEAS:
Sell $60,000

REWARD IDEAS:
Sell $40,000

REWARD IDEAS:
Sell $20,000

REWARD IDEAS:
Sell $2,500

REWARD IDEAS:
Sell $1,500

REWARD IDEAS:
Sell $1,000

REWARD IDEAS:
Sell $750

REWARD IDEAS:
Sell $500

REWARD IDEAS:
Sell $350
PRIZES

The Prize Program for the Council Annual Popcorn Sale is administered by Trail’s End – through TRAIL’S END REWARDS Program.

Prizes are in the form of an AMAZON.COM GIFT CARD and may be ordered online using the Trails End Popcorn System. The deadline for ordering prizes is October 29. Please keep in mind that Prize Levels are NOT cumulative. For example, if a Scout sold $500 of Popcorn, they could select 1-Prize from the $500 level, OR 2-Prizes from the $250 Level, OR 5-Prizes from the $100 Level. They MAY NOT select 1-Prize for the $100 Level AND 1-Prize from the $250 Level AND 1-Prize from the $500 Level.

IMPORTANT NOTE:

TO REDEEM YOUR AMAZON.COM GIFT CARD, SCOUTS MUST HAVE A REGISTERED TRAIL’S END ACCOUNT.

<table>
<thead>
<tr>
<th>Sales Level</th>
<th>Amazon Gift Card Amount</th>
<th>Reward % Retail</th>
<th>Scholarship*</th>
<th>Rewards Total</th>
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</thead>
<tbody>
<tr>
<td>$40,000+**</td>
<td>$3,200</td>
<td>8.0%</td>
<td>$1,000</td>
<td>$4,200</td>
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<tr>
<td>$30,000-$39,999</td>
<td>$2,400</td>
<td>8.0%</td>
<td>$1,000</td>
<td>$3,400</td>
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<td>$2,000</td>
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<td>8.0%</td>
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<td>$2,600</td>
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<td>$15,000-$19,999</td>
<td>$1,200</td>
<td>8.0%</td>
<td>$900</td>
<td>$2,100</td>
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<td>$800</td>
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<td>$7,500-$9,999</td>
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<td>$450</td>
<td>$1,000</td>
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<td>$2,500-$3,499</td>
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<td>$150</td>
<td>$300</td>
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<td>$1,500-$2,499</td>
<td>$75</td>
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<td>$750-$999</td>
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<td>$500-$749</td>
<td>$20</td>
<td>4.0%</td>
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<td>$350-$499</td>
<td>$10</td>
<td>2.9%</td>
<td>$0</td>
<td>$10</td>
</tr>
</tbody>
</table>

*Scholarship credit is percent based (6%) and not fixed level.

**Scouts receive 8% of their total retail at every additional $10,000 they sell.
Sell $2,500 and earn a Trails End Scholarship. Scouts must sell $2,500 only once to qualify. Scouts earn 6% of their gross sales for their scholarship. Your scholarship account accumulates interest each year as well as 6% of any additional popcorn sales. Scholarships will be payable to any secondary school. Forms and other information can be found at http://scouting.trails-end.com.
<table>
<thead>
<tr>
<th>2019 Products and Packaging</th>
<th>Across the entire Trail's End Product line, an average of 73% goes to local Scouting</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10 Classic Caramel Corn Bag</td>
<td>$25 Premium Caramel Corn Tin</td>
</tr>
<tr>
<td>$15 Popping Corn</td>
<td>$25 Chocolatey Crunch Tin</td>
</tr>
<tr>
<td>$20 White Cheddar Cheese Bag 9oz</td>
<td>$30 Cheese Lovers Box (ShowNsell Only)</td>
</tr>
<tr>
<td>$20 Microwave Butter Popcorn</td>
<td>$35 Cheese Lovers TIN</td>
</tr>
<tr>
<td>$20 Kettle Corn Popcorn</td>
<td>$55 Chocolate Lovers Tin</td>
</tr>
<tr>
<td>$25 Salted Caramel Corn bag</td>
<td>$30 or $50 Military Donation</td>
</tr>
</tbody>
</table>
POPCORN FOR OUR TROOPS

Trail's End sends popcorn treats to the U.S. Military on behalf of the Boy Scouts of America.

Fun facts in Trail’s End’s 13th year of Popcorn For Our Troops:
• Over $5.8 million worth of popcorn has been donated to U.S. troops over the years
• Last year consumers purchased over 129,000 Military Donations
• In 2017, over 2,400 pallets of popcorn was shipped to 45 locations in 22 states

SOLDIERS’ ANGELS

Trail’s End has teamed up with Soldiers’ Angels to donate popcorn to VA Hospitals, National Guard units, and military bases across the country.

Great things Soldiers’ Angels has done for our U.S. troops:
• Shipped hundreds of thousands of care packages to deployed soldiers
• Sent millions of letters and cards to deployed soldiers
• Supplied wounded soldiers with over 25,000 First Response Backpacks
• Contributed over 6,000 voice-controlled laptops to severely-wounded soldiers
• Provided care and comfort to those in stateside military and VA facilities

For more information about Soldiers’ Angels, visit www.SoldiersAngels.org
HOW TO SECTION

BSA POLICIES
2019 Popcorn Fundraiser Guidelines

To all Unit Popcorn Chairs and Unit Committee Chairs:

The popcorn sale is a money earning activity – not a money solicitation event. Scouts are learning how to earn their way be selling a product.

In past years we have received phone calls and emails from store managers, customers and parents regarding donation solicitation from Scouts at Show N Sell booths. We realize that not all units do this, but we just want to review with each unit. We also realize that unsolicited donations do occur and that is great for the unit! See below on how to record these funds in your unit’s popcorn sales.

We are at risk of being shut out of retail centers if this continues, this does not teach our Scouts how to earn their way, and some of our customer base is losing faith in our methods of fundraising.

Help us by keeping Scouting’s image and relationship strong and healthy with our retail operators and customers.

Take a moment to review the BSA Fundraising Policies listed below.

Thank you for all of your hard work helping your unit and Scouts earn their way.

BSA Fundraising Policies

Popcorn Fundraising do’s

1. Do teach youth members to earn their own way.
2. Do follow safe practices listed in the Guide to Safe Scouting.
3. Do convert unsolicited donations received at a popcorn sale into military donations.

   The money was received as a result of the popcorn sale/fundraiser and should be used for its intended purpose – to support the scouts in their popcorn sale.

Popcorn Fundraising don’ts

1. Don’t solicit funds (DONATIONS) in the name of Scouting; Remember the Popcorn Sale is a Unit Fund Raiser not a solicitation campaign.
   Don’t put a donation jar out at your popcorn sale.
   Don’t have Scouts ask for donations from customers at a popcorn Show N Sell booth.
2. Don’t conduct popcorn sales without adequate adult supervision.
3. Don’t forget to use the buddy system, and don’t go into unsafe or unfamiliar areas.
**Individual Youth Accounts**

A Scout is thrifty. Learning to manage money is one of the ways the Boy Scouts prepare youth for life. Budgeting and earning money to accomplish goals through an approved council or unit project helps Scouts develop self-reliance and the skills of personal finance management. Unit fundraising designed to make Scouting affordable is a fundamental part of Scouts “earning their way.”

Product sale fundraising is an important asset to units and their members to help provide the resources required for Scouting to succeed.

Private benefit rules of the Internal Revenue Service prohibit those involved in nonprofit fundraising from receiving a substantial personal benefit for their efforts. Some practices where dollar for dollar credit is provided for the sole benefit of the person who sold product based upon amount sold could violate the private benefit prohibition.

While the BSA has not endorsed “Individual Scout Accounts” for private benefit of individual Scouts who participate in fundraising because of the IRS rules, unit fundraising designed to make Scouting affordable is a fundamental part of Scouts “earning their way”.

Funds raised by the unit from product sales belong to the unit. They may not be transferred to the Scout or another unit, but may be re-assigned to units sponsored by the same chartered organization, such as when a Scout moves from Cub Scouts to Boy Scouts or Boy Scouts to Venturing. The unit committee is responsible for expenditures from unit funds for the benefit of the unit. Unit funds may be used to reduce the cost of participation, including the cost of attending camp or obtaining uniforms.

They may be used to provide financial assistance or awards to individual Scouts based upon their level of participation generally or in specific activities benefiting the unit, chartered organization or community, attendance, advancement and/or need. Unit funds may be used to buy equipment for the unit or for any other legitimate need of the unit.
Guidelines for Show N Sell Locations (as approved by the retailers)

1. No more than three Scouts may be present and selling per shift.

2. While you must maintain at least two-deep adult leadership – please discourage having excess adult involvement.

3. All Scouts and Leaders must wear official uniform. Shirts must be tucked in.

4. Discourage all siblings and non-Scout youth from being present at sale locations.

5. Be respectful of business patrons – do not invade their personal space.

6. Do not block entrances and exits. Allow customers to pass by freely.

7. Ensure that all Scouts, leaders, and parents, act in a manner that truly represents the Scout Oath and Law - A Scout is Courteous.

8. Be aware of your surroundings and potential hazards to safety. (i.e. traffic, shopping carts etc.)

9. During the scheduled sale time Scouts may not enter the place of business except to maintain personal hygiene.

10. Always say “Thank You.”

If a problem or disagreement occurs that is unable to be solved by your Unit – please contact your district popcorn chairman or district executive.
HOW
TO
SECTION

Kickoff Planner/Be Safe Tips
Sales Tips
KICK OFF PLANNER

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

1. Plan ahead. Be sure to utilize the agenda from the Sales Kit, along with the product samples provided for your Unit Kick-off. A good kick-off should be under an hour.

2. Emphasize WHY it is important to sell popcorn. Communicate the exciting Scouting program and how families can cover all their annual expense with one sale. Trail’s End makes it easy to sell gourmet popcorn so Scouts can spend more time having fun and less time selling.

3. Show Scouts the tools available from Trail’s End. This includes their order forms, prize sheets, training videos and much more!

4. Spend some time explaining the different ways to sell, key dates for the programs and Show & Sell locations.

5. Motivate Scouts to set goals for their sales and to pick an awesome prize! Trail’s End also offers a scholarship program for top sellers.

6. Finish the evening with a memorable event, like throwing pies in the leader’s faces or funny role-playing. A kick-off will be exciting when Scouts are involved in the action!

7. Go to www.easttnscouts.org or www.trails-end.com for additional information.
Be Safe & Sales Tips

POPCORN SAFETY TIPS

- When selling popcorn in your neighborhood, always have an adult or buddy with you.
- Never enter a stranger’s house without an adult.
- Beware of loose dogs.
- Keep checks and cash in a separate envelope with your name on it.
- Always walk on the sidewalk whenever possible.
- Never sell at night.
- Always be courteous.

GENERAL POPCORN SALES TIPS

1. Ask your parents to be the first to buy popcorn.
2. Ask your relatives to buy popcorn. (Grandparents, Aunts, Uncles, Brothers, Sisters...)
3. Ask your neighbors to buy popcorn.
4. Ask the parents of your friends (not in Scouts) to buy popcorn.
5. Take a popcorn order form to your place of worship and ask people to buy popcorn. (Get permission first.)
6. Ask your parents if they can take a popcorn order form to work and ask their coworkers to buy popcorn. (They may need to get permission first.)
7. Ask your patrol or den to schedule a “Super Sale Day”. This is a day when your fellow Scouts select a neighborhood and go door-to-door as a group to ask people to buy popcorn.
8. Ask a parent or a fellow Scout to go door-to-door with you in your neighborhood to ask people to buy popcorn.
9. Ask your parents or relatives if they give out gifts during the holiday season. If yes, ask them to consider giving out popcorn (in a tin decorated for the holidays) as a holiday gift.
10. Be sure to post on social media!
11. ALWAYS WEAR YOUR UNIFORM!
Show N Sell Tips

- Follow establishments rules and guidelines.
- Usually 2 – 3 Scouts selling at a time.
- Discourage excess adults outside of 2-deep leadership and no siblings.
- All adult leaders and Scouts must wear BSA uniform with shirts tucked in.
- Do not invade customers’ personal space & do not block entrances, exits, or customer paths.
- During the scheduled sale time, Scouts should not enter the business except for personal hygiene maintenance.
- Donation Jars are not allowed!
- You can recruit scouts during your Show-N-Sell.
- Ensure all Scouts and adults adhere to the Scout Law. A Scout is courteous. Always say Thank You!!

Important Links

- Council Website: [http://www.eastTNscouts.org](http://www.eastTNscouts.org)
- Scout login/ Bio setup: [www.trails-end.com](http://www.trails-end.com)
- On-line ordering/ Forms/ Reporting: [www.scouting.trails-end.com](http://www.scouting.trails-end.com)
- Credit Card Sales: [www.payanywhere.com](http://www.payanywhere.com)
RUN YOUR SALE LIKE THE PROS
STOREFRONT SALES STRATEGY

SHOW N SELL FOCUS
- Scalable - More Scouts, More Shifts
- One Scout Per Shift
- 8 Hour Selling Commitment
- Easy Sales Forecasting

BUILD A TEAM
- Popcorn Kernel Team
- Shared Ideas & Efforts
- Tribal Knowledge Passed Down
- Scalable

BOOKING LOCATIONS
- Start Early! Late Spring, Early Summer
- Google Analytics: High Traffic Volume
- Unique Locations: Malls, Truck Stops, etc.
- Shifts Depend on Unit Size & Goal

RECRUITING
- Recruit at Show N Sells
- Train the Parents
- Distribute Flyers
- Take Contact Information

MOTIVATING SCOUTS
- Start Prizes at Per Scout Goal
- 3% - 12% Tiered Structure
- Recognition for Top Seller Status
- Fun, Games, Pie Face

SALES TRACKING
- Point of Sale Software
- Accept Credit Cards
- Individual Sales Tracking
- Real-Time Reporting

PARENT BUY-IN
- Personal Growth Program
- One Fundraiser Per Year
- No Dues
- Unit Culture: It's What We Do

PREDICTABLE
Knowing your sales per hour can help you determine the number of sites and shifts needed to meet your unit's goal.

SCALABLE
Continue to grow your sale by increasing the number of sites and shifts booked.

1:1 ONE SCOUT PER SHIFT
Increase coverage, productivity, and sales per hour by only booking one Scout and parent per storefront shift.

8 HOUR COMMITMENT
Scouts that work four 2-hour shifts can sell up to $1,000, which covers their entire year of Scouting.
HOW
TO
SECTION

Trail’s End Website
POPCORN ORDERING & DISTRIBUTION

PLACING ORDERS

1. Contact support@trails-end.com if you do not know your username and password.

2. Login at www.trails-end.com

3. Click the “Order Popcorn” button at the top of the page, or go to the Popcorn Orders tab and click “Order Popcorn”

7. Click the “Choose Delivery…” button and choose the order you are placing

8. Enter the quantities that you wish to order in the adjustment column

9. Click SUBMIT when you are finished with your order

10. You will receive an order confirmation to your email address once your order is approved by the Council

GETTING YOUR POPCORN

Orders may be picked up at designated district locations. Orders will be pre-sorted or on-site product sorting may be required depending on warehouse space and volunteers available. Be prepared to count and load your order as volunteers on-site are limited. Those picking up the popcorn will sign a packing slip and take ownership of the product on the unit’s behalf. No children under the age of 18 are allowed in the warehouses due to safety reasons.

GETTING MORE POPCORN

Additional popcorn may be requested during the Show N Sell period as well as the month of November. Orders will be filled according to the availability of product in the local warehouse. Send your requests to tracy.slice@scouting.org. Please allow 2-3 days to fill the orders if product is available. If product needs to be ordered from Trail's End, then allow 7-10 days for additional product.
TRAIL’S END SCOUT APP

Sell with the Trail’s End App — Simplify Your Popcorn Sale! It allows you to easily schedule families for storefront sales like Signup.com, track Scout sales, process credit cards with Square, and manage inventory better than your homegrown Excel spreadsheet. NO CREDIT CARD FEES!

Unit Leaders log into www.trails-end.com and manage their unit’s sale…

KEY FUNCTIONALITY FOR LEADERS:

- Invite Scout families to create individual accounts
- Create, schedule and manage storefront sites and shifts
- Check out/in popcorn inventory and cash to storefront sites and individual Scouts
- View real-time, mobile-enabled, dashboard reporting
- Download detailed sales reporting for storefront, wagon, and online sales.
- Built with Square technology
  - Works with existing Square readers
  - Accepts transactions via swipe, chip reader, Bluetooth NFC (contactless payments), and manual entry

*Only Scouts with a Trail’s End account can log into the Trail’s End app

HOW WILL MY UNIT RECEIVE THEIR CREDIT CARD SALES?

- You will manage popcorn payments through the leader dashboard in www.trails-end.com.
- If you have a balance due to council on your popcorn invoice statement, app credit card sales and unit commissions from online sales will be credited towards your unpaid balance.
- Once you have a $0 balance due to council, remaining funds can be requested for payout (bank information required).
- Requested funds will be transferred to your unit’s bank account via ACH on the 14th and 28th of each month, or the following business day, depending on the date of your payout request.

HOW DO I ADD MY UNIT OR CHARTERING ORGANIZATION’S BANK ACCOUNT?

1. From the unit leader dashboard, click UNIT INFO on the left navigation menu
2. Expand the MANAGE UNIT BANK ACCOUNT section
3. Fill out the required fields
4. Click SAVE

<table>
<thead>
<tr>
<th>Payment Request Range</th>
<th>Payment Date</th>
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<tbody>
<tr>
<td>July 1 - July 10</td>
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<td>July 25 - August 9</td>
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<td>September 16</td>
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<td>September 26 - October 9</td>
<td>October 14</td>
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<td>October 10 - October 23</td>
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<td>October 24 - November 9</td>
<td>November 14</td>
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<td>November 10 - November 23</td>
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<td>November 24 - December 11</td>
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<td>December 12 - December 25</td>
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<td>December 26 - January 9</td>
<td>January 14</td>
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<td>January 24 - February 9</td>
<td>February 14</td>
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<td>February 28</td>
</tr>
<tr>
<td>February 24 - March 11</td>
<td>March 16</td>
</tr>
<tr>
<td>March 12 - March 25</td>
<td>March 30</td>
</tr>
</tbody>
</table>

*Payment schedule is year-round
**Trail's End App**

**Frequently Asked Questions**

**Question:** Can a unit leader sign into the Trail’s End App with their unit leader account?

**Answer:** The app is a point-of-sale application for Scouts to use while taking orders for popcorn. Only Scout accounts registered through the app or at [www.Trails-End.com](http://www.Trails-End.com) can sign into the app. Unit leaders will manage their unit’s sale through the unit portal at [www.trails-end.com](http://www.trails-end.com). If you need unit leader access to the trails-end.com, complete the registration for your unit [here](https://www.trails-end.com).

**Question:** Does a family need a separate Trail’s End Scout account for each Scout?

**Answer:** Yes. Each Scout needs their own Trail’s End account so their sales can be tracked individually in the Trail’s End system.

**Question:** Can the same email address be used for multiple Trail’s End accounts?

**Answer:** Yes.

**Question:** What do we do if a Scouts sells with the paper order form?

**Answer:** If Scouts sell with the paper order form, it is most likely because they do not have access to a data-enabled mobile device for door-to-door selling. Scouts can enter their orders afterward at home in the Trail’s End App, or through the Scout web portal at [www.Trails-End.com](http://www.Trails-End.com).

**Question:** How does the Trail’s End System automatically allocate storefront sales credit for Scouts?

**Answer:** There are preset options for allocating storefront sales:

- Sales will be split between all Scouts registered for the storefront shift, regardless of the Scout that records the sale.
- Sales will be split among Scouts that work each at a given storefront that day.
- Based on the amount of time the Scout is registered to work at the store, the system will divide the total sales for the day by number of Scout hours, and Scouts will receive sales credit based on the store's hourly rate.
- If your unit allocates storefront sales credit differently, each Scout’s total sales can be adjusted at any time to account for differences.

**Question:** How do we handle cash donations in the Trail’s End App?
**Answer:** The App has the two standard Military Donation product levels, as well as a new product field for Misc. Military Donations. Misc. Military Donations can be entered as they are received (any amount can be entered), or they can be entered as a lump sum at the end of the shift/day. When you place your final popcorn order, you can order Military Donations to the exact dollar (example: $832).

**Question:** Can I bulk upload/import names and emails instead of typing one-by-one?

**Answer:** Not at this time. We are looking into this functionality in the future but at this time they will need to be entered manually. We recommend copying and pasting from an existing document you may have.

**Question:** Can Scouts take credit card payments without a Square reader?

**Answer:** Yes, they can manually enter credit card info, and credit card processing is still free!

**Question:** Can you change your storefront split method or is it final?

**Answer:** You can change your storefront split method at any time. Please note that when you change it, all previous sales will be adjusted to match that split selection.

**Question:** If there are multiple Scouts working a storefront shift, how do they record their sales?

**Answer:** It depends how you have storefront sales split. If they are split by shift, all of those Scouts will get equal credit for all of the sales made during that shift, even if the sales are recorded through one account.

**Question:** How do Scout storefront hours get recorded/calculated? Can we edit that as a unit leader if someone doesn’t show up?

**Answer:** Scout hours are calculated based off shift registrations. You can add and remove Scouts from shifts to manage those hours, or you can adjust their total sales, but you cannot directly edit hours.

**Question:** What is the difference between Wagon Sales and other sales?

**Answer:** Wagon Sales is the term we use to describe all sales that are not from a storefront and not an online sale. This includes door to door (with and without product), friends, family, and business sales. Wagon Sales can be marked delivered or undelivered (Take Order) depending on whether or not you have product on hand.

**Question:** Will the Scout Roster from last year (2018) be carried over to this year (2019)?

**Answer:** Yes, but only if those Scouts had online selling accounts last year. You can use the “Invite a Scout” feature to invite additional Scouts to create their accounts.

For more app information and training resources, go to app.trails-end.com, or reach out to us at teappsupport@trails-end.com.
ONLINE SELLING
FREE SHIPPING ON EVERY ONLINE ORDER!

HOW IT WORKS

1. Download the Trail's End App and register, or register at www.trails-end.com
2. Scouts create their online fundraising page - It takes less than 10 minutes to register, personalize a Scout page, and start selling. Register at www.trails-end.com.
3. Scouts share with family and friends – Our built-in sharing capabilities via email, social, and text message make sharing easier than pitching a tent.
4. Receive support – Family and friends visit the Scout’s fundraising page, where the average order value is $65, and place orders on Scout's behalf.
5. Track online fundraising orders – Scouts see who’s supported their fundraiser, send them thank you emails, and request additional support.

ONLINE FAQs

Q: Are products online vs paper the same? Why do products online not match products on my paper order form?
• Because each Boy Scout council offers a unique product lineup each year, Trail’s End has decided to promote one product line across the entire country that is completely different than the traditional product lineup to reduce confusion for Scouts and consumers. In the past, Scouts and consumers see some of their council’s products offered online, but not all. Additionally, the online platform will serve as our testing ground for new products that we may want to include in the traditional popcorn sale in future years.

Q: Why are products online more expensive than products on my paper order?
• Online products and prices are set nationally. The pricing of products on your order forms are determined by your local council, and vary across the country. The prices on your order form may differ than what is being offered online. Online prices take into account a number of factors: current prices on councils’ order forms, online purchasing behavior, distribution costs, credit card fees, security costs, and consumer feedback. Please keep in mind up to 60% of every product sold goes to local Scouting,
HOW TO SECTION FORMS!
How much popcorn will your vehicle hold?

Plan ahead to have enough room in your vehicle, and enough vehicles to load all of the popcorn you will sell!

A sport utility vehicle will hold about 30 cases.

A mid-sized car will hold about 15 cases.

Your best bet is to rent a truck for a day. It will hold a lot of cases! It is a very inexpensive way to move a lot of popcorn!

A mini-van with the seats removed will hold about 50 cases.
### 2019 Unit Show N Sell/Take Order Product Order Form

<table>
<thead>
<tr>
<th>Design on Case</th>
<th># Per Case</th>
<th>Product Description</th>
<th>Price</th>
<th>Order</th>
<th>Price</th>
<th>Order</th>
<th>Total Sales</th>
</tr>
</thead>
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<td>SHOW &amp; SELL</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>TAKE ORDER</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Date of Order</td>
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<tr>
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<tr>
<td></td>
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<td>Chocolate Lover’s Tin (Not Returnable)</td>
<td>$55</td>
<td>$55</td>
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<td>$35</td>
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<td></td>
<td></td>
<td>$0</td>
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<tr>
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<td>1</td>
<td>Cheese Lovers Box (Show N Sell Only) (Not Returnable)</td>
<td>$30</td>
<td>$30</td>
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<td></td>
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<td>6</td>
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<td>6</td>
<td>Caramel Corn with Nuts Tin</td>
<td>$25</td>
<td>$150</td>
<td></td>
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<td>$0</td>
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<tr>
<td></td>
<td>12</td>
<td>Salted Caramel Corn</td>
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<td>$300</td>
<td></td>
<td></td>
<td>$0</td>
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<tr>
<td></td>
<td>6</td>
<td>18 Pack Unbelievable Butter Micro Wave</td>
<td>$20</td>
<td>$120</td>
<td></td>
<td></td>
<td>$0</td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>18 Pack Kettle Corn Micro Wave</td>
<td>$20</td>
<td>$120</td>
<td></td>
<td></td>
<td>$0</td>
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<td></td>
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<td>White Cheddar Corn Bag</td>
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</tr>
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</table>

Please place this order for our unit.

Date Picked Up: ____________________

Signature ____________________________________________

Money Due By: ____________________

Name ____________________ Unit Position ____________

Street Address ____________________

City ____________________ State TN ZIP ____________

Email ____________________

Business Phone: ( )

Home Phone: ( )

Cell Phone: ( )
<table>
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<tr>
<th>Design on Case</th>
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<th>Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>$50 Military Donation</td>
<td>$50</td>
<td>$50</td>
<td>$0</td>
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<tr>
<td></td>
<td>1</td>
<td>$30 Military Donation</td>
<td>$30</td>
<td>$30</td>
<td>$0</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>1</td>
<td>Chocolate Lover’s Tin <em>(Not Returnable)</em></td>
<td>$55</td>
<td>$55</td>
<td>$0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1</td>
<td>Cheese Lover’s Tin</td>
<td>$35</td>
<td>$35</td>
<td>$0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1</td>
<td>Cheese Lovers Box *(Show N Sell Only) <em>(Not Returnable)</em></td>
<td>$30</td>
<td>$30</td>
<td>$0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>Chocolate Caramel Crunch Tin <em>(Not Returnable)</em></td>
<td>$25</td>
<td>$150</td>
<td>$0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>Caramel Corn with Nuts Tin</td>
<td>$25</td>
<td>$150</td>
<td>$0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>Salted Caramel Corn</td>
<td>$25</td>
<td>$300</td>
<td>$0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>18 Pack Unbelievable Butter Micro Wave</td>
<td>$20</td>
<td>$120</td>
<td>$0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>18 Pack Kettle Corn Micro Wave</td>
<td>$20</td>
<td>$120</td>
<td>$0</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>8</td>
<td>White Cheddar Corn Bag</td>
<td>$20</td>
<td>$160</td>
<td>$0</td>
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<tr>
<td></td>
<td>12</td>
<td>Popping Corn Tin</td>
<td>$15</td>
<td>$180</td>
<td>$0</td>
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<tr>
<td></td>
<td>12</td>
<td>11 oz Caramel Corn Bag</td>
<td>$10</td>
<td>$120</td>
<td>$0</td>
<td></td>
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<td>Total</td>
<td></td>
<td></td>
<td>0</td>
<td>0</td>
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<td>0</td>
</tr>
</tbody>
</table>

I acknowledge receipt of the above popcorn.

Signature ____________________________________________________________

Name ____________________________ Unit Position ______________________

Street Address ____________________________________________ Home Phone: (____ )

City __________________________ State ____ ZIP ________ Cell Phone (____ )

Email ______________________________________________________
## Prize Order Form Fall Product Sale 2019

**Turn in to Council Office by October 28, 2019**

**Council Name:** Great Smoky Mountain Council  
**Pack #** ________________

**Council Headquarters City:** Knoxville, TN  
**Troop #** ________________

**District Name:** ______________________________________________________________________  
**Venture Crew/Post #** ________________

**Ship Prizes To:**

- **Name:** ________________________________
- **Retail Sales Dollars:** $ __________
- **# of Scouts Selling:** ________________
- **Street:** ________________________________
- **City:** ________________________________  
**State:** ___________  
**Zip Code:** ___________
- **(Can NOT Ship UPS to a P.O. Box)**
- **E-MAIL ADDRESS:** ____________________________
- **Telephone Numbers:** ____________________________

<table>
<thead>
<tr>
<th>Day Time</th>
<th>Night Time</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Image" /></td>
<td><img src="image2.png" alt="Image" /></td>
</tr>
</tbody>
</table>

### Prize Levels

- **Prize Level 1 - Sell $50**
  - **1 Hometown Hero Patch (sell $50 of popcorn)**
  - **Online Pin (sell one item online)**
  - **Military Pin (sell one military item)**
  - **Seller's Club Pin ($650 combined sales)**
# 2019 Blitz Club Salesman

Top Salesman Report Form Due October 10, 2019

Please list Scouts that have sold $400 or more during the period of Sept. 9 - Oct. 9, 2019

<table>
<thead>
<tr>
<th>District</th>
<th>Pack</th>
<th>Troop</th>
<th>First Name</th>
<th>Last Name</th>
<th>Email Address *Required Field</th>
<th>Amount</th>
</tr>
</thead>
</table>

This Form Is Due On Thursday, October 10, 2019

Please email tracy.slice@scouting.org or fax to 865-212-0093
2019 Top Salesman

Top Salesman Report Form Due October 29, 2019
Please list scouts that have sold $150 or more during the popcorn sales period.
You may include all sources of sales - Take Order/ShowNSell/Online

<table>
<thead>
<tr>
<th>District</th>
<th>Pack</th>
<th>Troop</th>
<th>First Name</th>
<th>Last Name</th>
<th>Email Address *Required Field</th>
<th>Amount</th>
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<tbody>
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</tr>
</tbody>
</table>

This form is due on Tuesday, October 29, 2019
Please email tracy.slice@scouting.org or fax to 865-212-0093
The Popcorn Sale is essential to our collective ability to provide quality Scouting programs:

◊ To the individual Scout, it provides an unparalleled opportunity to earn his/her own way, a scholarship, incentives & life lessons.
◊ To the program, it offers invaluable lessons in planning, goal setting, marketing, sales, finance, public speaking and more.
◊ To the unit, it’s a way to do one main fundraiser and then offer an ideal year of Scouting without overburdening families.
◊ To the Council, it provides scholarships, events, programming, facilities, and the support structure to make Scouting possible.

2019 Show and Sell Commitment Form

Thank you for helping our youth Fund their Adventure!
Our goal is to have all Show and Sell location secured by July 24, 2019

Please fill out the form completely and return to ____________________________
or Neal.drown@scouting.org

District ________________________________________________________________

Business Name: ____________________________________________ Contact Name: ______________________________

Address ______________________________________________________________

City, State/Zip _________________________________________________________

Phone Numbers: Cell __________________________ Business: __________________________

Email Address: __________________________

Available Dates/Times (Generally Friday afternoon, Saturdays, or Sundays): ______________________ ______

Location Details: Number of entry ways __________ How many Scouts/Adults are allowed __________
Who is the contact onsite for sales day __________________________________________
We agree to let the Great Smoky Mountain Council, BSA sell popcorn at our facility with the above stipulations.

Signature and Date: _________________________________________________

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Thank you for your support of Scouting through our Popcorn Sale!