

Dear Scouting Family:

It is once again time for our annual Scouting Popcorn Sale.

There are 4 ways your son can sell popcorn:

Show and Sell:

This method is designed to sell popcorn that your Unit Popcorn Chair signs out and picks up at a District warehouse drop-off point. Then, at a location of your choice you and the boys from your Unit sell the popcorn directly to the public. Suggested locations could include; Grocery Stores, Malls, Video Stores, or any area with a large number of people. Popcorn from this sale will be returnable by the full-unopened case only. Please Note: Customers who buy popcorn in the Show and Sell tend to buy the least expensive items. To insure success it's our recommendation that your son also participates in the Take Order Sale.

Show and Deliver:

This is the best way to increase popcorn sales. The boys in your Unit take an order form and the product door to door in the neighborhoods. The boy sells the product, delivers the product, and collects the money all in one trip.

Take Order Sale:

This sales method is the most effective way for your Unit to raise funds. The boys in your Unit take orders on their form and then deliver them to their customers. The order forms are turned in and one unit order is made. Many sales can be made just through asking relatives, friends, co-workers, and neighbors. The popcorn is picked up by the Unit Popcorn Kernel and distributed to the boys who made sales.

Online Sales:

Customers can support your Scout from across the country with PopcornOrdering.com. Your Scout can sell online to help earn his own way and fund his Scouting adventures! Your Leader can sign you in at www.campmasters.org



Money raised during the popcorn sale will be used by our Pack or Troop to maintain and improve the quality of your son's Scouting Program that you have come to enjoy. Furthermore, by participating in the Popcorn Sale, your son will have the chance to earn Merit Badges, Activity Badges, and Achievements. He will have the opportunity to earn prizes, all while having fun, gaining self-confidence, and learning salesmanship techniques, and lessons in financial management.

Besides the Scout prizes and the commission that your Pack or Troop earn, the Council will use their funds from the Popcorn Sale to improve the Scouting Program throughout our area as well. Make sure your son sets a sales goal and "does his best" to achieve it. Don't be shy, last year 4 out of 5 consumers who were asked, purchased popcorn, and they are sure to want even more this year. Your son should always sell with a friend, wears his uniform, smile, be polite, and say "Thank You", and please do not have him sell after dark unless supervised by an adult. Good luck and have a successful Popcorn Sale and "Thank You" for your support of Scouting!!!