



BOY SCOUTS OF AMERICA®
THE SPIRIT OF ADVENTURE COUNCIL

2019 Popcorn Campaign Unit Sales Guide



POPCORN DATES 2019

Aug. 28: Unit Orders Due for Show & Sell

Sept. 13: Home Delivery for qualifying units

Sept. 14: Popcorn Distribution

Nov 2: Popcorn Take Orders Due

Nov 2: Return Day (Product **cannot be
returned after this date)**

Nov 2: Show & Sell Popcorn Payment Due

Nov 15: Home Delivery for qualifying units

Nov 16: Popcorn Distribution

Dec 7: Final Popcorn Payments Due

THE 2019 PRODUCT LINE UP

Our Show & Sell and Take Order Line Up:



\$10
Over
\$7.00
to local
Scouting

11 oz.

CLASSIC CARAMEL CORN

A traditional favorite full of rich caramel flavor.



\$20
Over
\$14.00
to local
Scouting

9 oz.

New JUMBO Bag

White Cheddar Cheese Corn

The perfect combination of light, crispy popcorn and rich white cheddar cheese deliciousness in every bite.



\$20
Over
\$14.00
to local
Scouting

18-Pack Microwave

Unbelievable Butter™



The perfect combination of popcorn, oil, salt and butter to make you feel like you're at the movies.



\$25
Over
\$17.00
to local
Scouting

20 oz.

with Sea Salt

Salted Caramel Popcorn

A unique combination of sweet caramel corn with a perfectly balanced finish of sea salt.



\$20
Over
\$14.00
to local
Scouting

18 oz.

Premium Caramel Corn with Almonds, Cashews & Pecans

The ideal pairing of sweet caramel popcorn mixed with almonds, cashews & pecans.



\$30
Over
\$21.00
to local
Scouting

15 oz.

Chocolatey Caramel Crunch™

Sweet, crunchy caramel popcorn coated in smooth and creamy chocolate.

Comes in a gift tin.



\$25
Over
\$18.00
to local
Scouting

18-Pack Microwave Kettle Corn



Deliciously sweet and salty popcorn that melts in your mouth.



\$10
Over
\$7.00
to local
Scouting

30 oz.

POPPING CORN

Trail's End plain kernels for those who like to make popcorn from scratch.



\$30
Over
\$20.00
to local
Scouting

CHEESE LOVER'S COLLECTION

- White Cheddar Cheese Corn 5 oz.
- Yellow Cheddar Cheese Corn 5 oz.
- Jalapeño Cheddar Cheese 5 oz.



Comes in a gift box.



POPCORN FOR OUR TROOPS

Donate a gift of popcorn for our military men and women, their families, and veterans' organizations.

- \$50** Gold Donation
- \$30** Silver Donation



\$60
Over
\$35.00
to local
Scouting

CHOCOLATE LOVER'S COLLECTION

- Milk Chocolatey Pretzels 17 oz.
- White Chocolatey Pretzels 17 oz.
- Pecan Clusters 7 oz.
- Chocolatey Caramel Crunch™ 15 oz.



Comes in a gift tin.

Unit Commissions

Show & Sell and Take Order Sale

Units will begin with a 30% Base Commission

3% extra for coming to the Popcorn Extravaganza

2% extra for sales between 4,000 & 8,999

2% extra for sales between 9,000 & 15,999

2% extra sales between 16,000 & more

On-time payment is required to receive bonuses. Late payment will cause forfeiture of bonuses.

Online Sale Commission

This year, units will receive a 35% commission for online sales. Additionally, all online sales will have **FREE SHIPPING**.

Council Bonus Youth Incentives:

Sell \$1,000 or more and get a Dave & Buster's Scout Experience (to be held in January)

Council's Top 5 Sellers will receive the following additional Amazon Gift Cards

5th highest — \$200

4th highest — \$300

3rd highest — \$400

2nd highest — \$500

Council's Top Seller—\$600



Pick Up Locations:

Gentle Giant, 112 Meadow Rd., Boston (Readville)

Gentle Giant, 117 Elliot St., Beverly

Gentle Giant, 1 Burlington Ave., Wilmington

Every effort will be done to schedule your unit pick up at the closest

Home Delivery Policy

Units that sold \$10,000 or more (**after returns**) for the 2018 Show & Sell and order \$10,000 or more for the 2019 Show & Sell are eligible to receive Home Delivery on Friday, September 13 Qualifying units are listed below:

Flintlock District

Pack 194 Bedford

Pack 540 Stoneham

Pack 173 Hanscom AFB

Pack 160 Lexington

Pack 733 Reading

Great Blue Hill District

Pack 8 Needham

Pack 4 Needham

Pack 6 Quincy

Troop 6 Quincy

Pack 42 Quincy

Great Eastern District

Pack 11 Marblehead

Northern Light District

Pack 4 Amesbury

Pack 50 Georgetown

Sons of Liberty District

Pack 306 Arlington

Troop 250 Waltham

West Wind District

Pack 56 Wilmington

Pack 8 Dracut

Troop 7 Lowell

Return Policy

Individual items may be returned, but they must be in their product case. Individual boxes of Cheese Lover's or Microwave product cannot be returned if opened or damaged in any other way. Returns will only be taken on Saturday, November 2nd from 9:00 AM—1:00 PM at TBD location.

Restocking During Show & Sell

We will be ordering extra of the most popular items. Those items will be located in Woburn during the sale for units to make an appointment for pick up during the month of October.

Scout Script

Key Elements of the Script

- **Who I am**
- **Where I am from**
- **What I am doing**
- **How you can help**
- **Presumptive Closing**

Sample Script

Hi, my name is _____ (say first name only).

I'm a Cub Scout with Pack _____.

I am selling popcorn to help my pack go to camp.

You can help us by buying some of our delicious popcorn!

Do you prefer Chocolatey Caramel Crunch or White Cheddar Cheese Corn?

You'll help support my program, won't you?

Family Fact Sheet

Important Dates

Our sale will begin on _____ and end on _____.

We will have a Unit Popcorn Kick-off

Date: _____ Time: _____ Location: _____

Show & Sells:

Date: _____ Time: _____ Location: _____

Date: _____ Time: _____ Location: _____

Date: _____ Time: _____ Location: _____

Date: _____ Time: _____ Location: _____

Take Order Forms and Prize Order Due _____

Popcorn Pick-Up Date _____ Location _____

Money Turn-In Date is _____.

Goals

The following popcorn goal will allow your son to enjoy a Scouting year with exciting Scouting programs.

Our Unit's Popcorn Goal is: \$ _____

Each Family's Scout Goal is: \$ _____ or 1 2 3 (circle one) Full Sheets

We plan to use part of the Popcorn money raised for the following:

1. _____
2. _____
3. _____

Key Contact:

Name _____ Phone _____ E-mail _____