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:

- **Classic Caramel Corn**
  - 11 oz.
  - $1.00
  - A traditional favorite full of rich caramel flavor.

- **White Cheddar Cheese Corn**
  - 9 oz. New Jumbo Bag
  - $20
  - The perfect combination of light, crispy popcorn and rich white cheddar cheese deliciousness in every bite.

- **Unbelievable Butter**
  - 18-Pack Microwave
  - $20
  - The perfect combination of popcorn, oil, salt and butter to make you feel like you’re at the movies.

- **Salted Caramel Popcorn**
  - 28 oz.
  - $25
  - A unique combination of sweet caramel corn with a perfectly balanced finish of sea salt.

- **Premium Caramel Corn**
  - 18 oz. with Almonds, Cashews & Pecans
  - $20
  - The ideal pairing of sweet caramel popcorn mixed with almonds, cashews & pecans.

- **Chocolatey Caramel Crunch**
  - 16 oz.
  - $30
  - Sweet, crunchy caramel popcorn coated in smooth and creamy chocolate.

- **Kettle Corn**
  - 18-Pack Microwave
  - $25
  - Deliciously sweet and salty popcorn that melts in your mouth.

- **Popping Corn**
  - 38 oz.
  - $10
  - Tall’s End plain kernels for those who like to make popcorn from scratch.

- **Cheese Lover’s Collection**
  - $30
  - · White Cheddar Cheese Corn 16 oz.
  - · Yellow Cheddar Cheese Corn 16 oz.
  - · Jalapeno Cheddar Cheese 1 oz.

- **Chocolate Lover’s Collection**
  - $60
  - · Milk Chocolatey Pretzels 17 oz.
  - · White Chocolatey Pretzels 17 oz.
  - · Pecan Clusters 8 oz.
  - · Chocolatey Caramel Crunch 16 oz.
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
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:

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 ___________________________