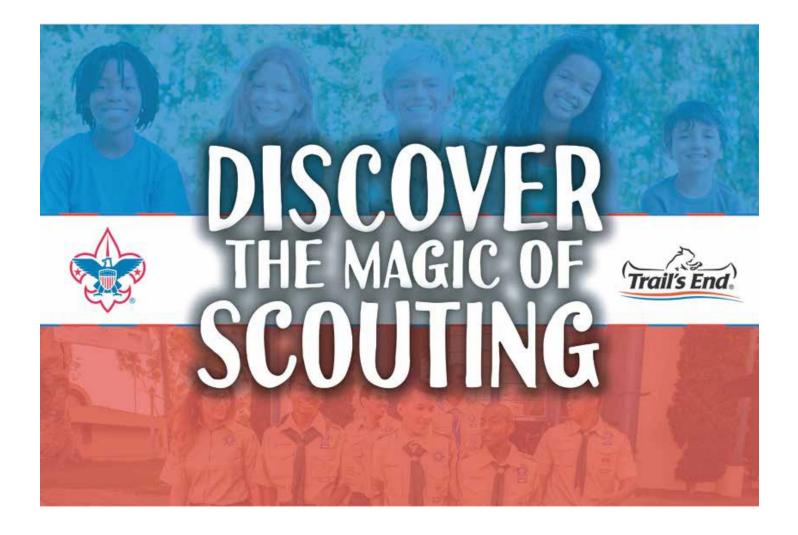


2019 Popcorn Campaign Unit Sales Guide



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:





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 Pack 4 Amesbury Pack 50 Georgetown

Northern Light District

Sons of Liberty District Pack 306 Arlington Troop 250 Waltham

West Wind District Pack 56 Wilmington Pack 8 Dracut Troop 7 Lowell

Great Eastern District Pack 11 Marblehead

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 _	Loc	ation
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 Goa	l 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