



BOY SCOUTS OF AMERICA®
THE SPIRIT OF ADVENTURE COUNCIL

2020 Popcorn Campaign Unit Sales Guide



**DISCOVER
THE MAGIC OF
SCOUTING**



POPCORN DATES 2020

Aug. 26: Unit Orders Due for Show & Sell

Sept. 11: Home Delivery for qualifying units

Sept. 12: Popcorn Distribution

Nov 7: Popcorn Take Orders Due

Nov 7: Return Day (Product **cannot be returned after this date)**

Nov 7: Show & Sell Popcorn Payment Due

Nov 20: Home Delivery for qualifying units

Nov 21: Popcorn Distribution

Dec 11: Final Popcorn Payments Due

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. And units earn an additional 5% of Online Direct sales as an Amazon.com gift card – July 1 - August 15*

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 location.

Home Delivery Policy

Units that sold \$10,000 or more (**after returns**) for the 2019 Show & Sell and order \$10,000 or more for the 2020 Show & Sell are eligible to receive Home Delivery on Friday, September 11 Qualifying units are listed below:

Flintlock District

Pack 194 Bedford
Pack 540 Stoneham
Pack 173 Hanscom AFB
Pack 160 Lexington
Pack 722 Wakefield
Pack 733 Reading
Pack 735 Reading
Pack 105 Burlington
Pack 137 Lexington
Pack 149 Concord

Great Blue Hill District

Troop 6 Brookline
Pack 4 Needham
Pack 6 Quincy
Pack 2 Milton
Pack 42 Quincy

Great Eastern District

Pack 11 Marblehead
Pack 79 Marblehead
Pack 621 Peabody
Pack 48 Lynnfield
Troop 49 Beverly

Northern Light District

Pack 4 Amesbury
Pack 50 Georgetown

Sons of Liberty District

Pack 306 Arlington
Troop 306 Arlington

West Wind District

Pack 56 Wilmington
Pack 7 Lowell
Troop 7 Lowell
Pack 28 Dunstable
Pack 45 Chelmsford
Troop 49 Tewksbury
Pack 70 Chelmsford
Pack 81 Chelmsford
Pack 100 Westford
Pack 95 Westford
Pack 96 Westford

Return Policy

Due to Covid-19, we are only accepting 15% of returns. 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 7, 2020 from 9:00 AM—1:00 PM at TBD location.

Restocking During Show & Sell

We won't be stocking popcorn in the Woburn office as we traditionally would. Instead, we will order as needed. Trail's End has a 2 weeks window this year so please keep this in mind as you start to run low on product. We highly recommend that units use online and direct to consumer sales approach to limit inventory handling.

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 _____