

2020 FALL POPCORN SALE INFORMATION

Training

There is an online training/kick-off opportunity for Unit Popcorn Kernels to attend: Tuesday, August 4th at 6:30 PM. Take Order Sales, Show & Sell and Online sales will be covered. Additional online training for Scouts and Leaders can be accessed on www.campmasters.org. Invitations will be sent out.

Commissions

Commission is **33%** for the Take Order, **35%** for Show & Sell and Online sales and can be increased depending on the retail value of your sales. For instance:

Total unit sales of \$3,000 up to \$6,000 1% additional commission.

Total unit sales of over \$6000 2% additional commission

Take Order Sales

This is the traditional door-to-door sales by the Scouts. Best practices say safety first. Going with a parent/adult is always the safest way. Uniforms can be worn for this type of sale and for Show & Sell. The Unit Popcorn Kernel is responsible for entering the units' compiled orders online using the Unit Form for Take Order Sale and arranging for picking up the popcorn from council and distributing it to sellers.

Online Sales

Each Unit Kernel registers their unit for online sales at campmasters.org and encourage their Scouts to sell online creating their own account online and connecting it to their unit. They can also create their own website. Online customers get their popcorn delivered right to their door and shipping is free. The simplicity, efficiency, and convenience along with no product or money to handle - that's **a deal!** \$10 Amazon gift cards are earned at the \$400 level of sales.

Show & Sell

The Pack, Troop or Crew is responsible for tracking Show & Sell sales for the youth. No individual youth can do a Show & Sell...it is a unit activity. Use your units Camp Master app to take credit card payments through the Square and Camp Masters absorbs the bank fees.

Prize Program

Each seller's prize level is determined by his or her **Take Order Sale, Online Sales and Show & Sell Sales combined**. Each seller gets a participation patch and, starting at sales of \$115, a choice of a BSA prize in their dollar amount category (see prize brochure). For example, at \$225, a prize from level 3 would be chosen. Multiple prizes can be chosen but cannot exceed the total amount of sales. Camp Masters Amazon rewards earned through the online app are tracked and sent out throughout the sale. There is a unit prize worksheet for your convenience.

The **\$600 Club** gives \$600+ sellers a BONUS prize. Seller can choose the bonus prize in addition to a prize chosen from their selling level.

Dates: Refer to Timeline and share with your sellers and parents. Add your unit-specific information such as Show & Sell locations and times, mid sale order form reviews, and final turn in dates.

Questions or Concerns? Contact Susan Ericsson at 814-868-5571or susan.ericsson@scouting.org