

Popcorn University		
Saturday, August 15, 2020		
8:30 am -3:30 pm		
Class Name	Description	Time of Class (central)
Popcorn Order System-the Backend of the App	This class will teach Popcorn Chairs how to use the Trails End order system. It will show you how to place your order, add Scouts into the system, see your unit stats, and more	8:30am
Scout Sales Training	This class is for Scouts and their parents . Learn best practices for selling online, at store fronts, and door to door.	8:30am, 12:30pm
The Popcorn App	This class is for Popcorn Chairs, parents, Scouts , and anyone else who wants to learn how the Trails End Popcorn App works. We will cover how to set up an account, take orders, take payments, redeem gift cards, etc.	9:30am, 12:30pm
Running a fun and effective Kick Off	Popcorn chairs will learn how to run a fun and effective kick off that will inspire your Scouts and parents to sell popcorn!	9:30am
Inventory Management	This class is for Popcorn Chairs who want to effectively manage their popcorn inventory. From making and distributing sales kits to ordering exactly what you need at the end of the sale. Avoid mistakes and make your life as popcorn chair easier.	10:30am
New Commission Structure and Prize Program	Popcorn Chairs -come to learn about changes to the popcorn commission structure and the prize program.	10:30am

Unit Planning and Goal Setting	Popcorn Chairs and unit leaders are encouraged to take this class. Discuss creating a program plan, budgeting for that program, and setting fundraising goals to pay for it.	11:30am
Getting Family Buy-In	Popcorn Chairs and unit leaders should take this class if they want advice and tips on getting their Scouts and parents to buy into the popcorn sale. It's not about raising money, it's about providing adventures and experiences!	11:30am
Marketing Your Sale	How to get the word out about the popcorn sale using social media. Popcorn Chairs and parents should consider attending this class.	1:30pm
Basics for new Popcorn Chairs	What are the very basics a new Popcorn Chair needs to know to be successful.	1:30pm
Council Popcorn Celebration		
2:30pm-3:00pm		
General Q&A		
3:00pm-3:30pm		