

POPCORN & PEANUT LEADER'S GUIDE

2024
FUNDRAISER



BOY SCOUTS OF AMERICA®
HEART OF VIRGINIA COUNCIL

in partnership with

CAMP MASTERS
GOURMET POPCORN

WHITLEY'S
ESTD 1986
— PEANUT FACTORY —

WELCOME & THANK YOU!

Dear Popcorn Kernels and Nut Captains,

Welcome to the Heart of Virginia Council's 2024 Popcorn & Peanut Sale! We would like to begin by thanking you for volunteering your time and talent to support the Scouting program in your community. We are pleased to offer the Popcorn & Peanut Sale fundraiser for your unit to earn the funds it needs to experience its "Ideal Year of Scouting."

We have some great things in store for you this year! We are excited to welcome back Camp Masters Popcorn and to continue our partnership with Whitley's Peanuts to offer a variety of peanuts and peanut candy.

This annual sale continues to be very important to our Council and your participation is greatly appreciated. In addition to providing support to our units, the sale is a significant source of funding for the Council's operating budget. It helps fund our camps and camp improvements, service center, communications, adult leader trainings, programs and so much more!

This *Popcorn & Peanut Leader's Guide* will provide you with the information you need to have a successful sale. Additional information can also be found on our website at www.PopcornVirginia.org.

Best wishes to you for a successful 2024 Popcorn & Peanut Sale!
Please feel free to call or email with questions you may have.

Yours in Scouting,

Heather Dunton
Program Support Executive
Heart of Virginia Council
757-870-3977, cell
heather.dunton@scouting.org



BOY SCOUTS
OF AMERICA®
HEART OF VIRGINIA COUNCIL

READY! SET! GO!

We hope this guidebook provides a step-by-step approach to setting your Unit up for popcorn sale success.

CAMP MASTERS is providing all Councils and Units with training and marketing resources. Some information on these resources is included in this guide. And you'll gain access to others over the coming months leading up to the sale.

Please join our Facebook group

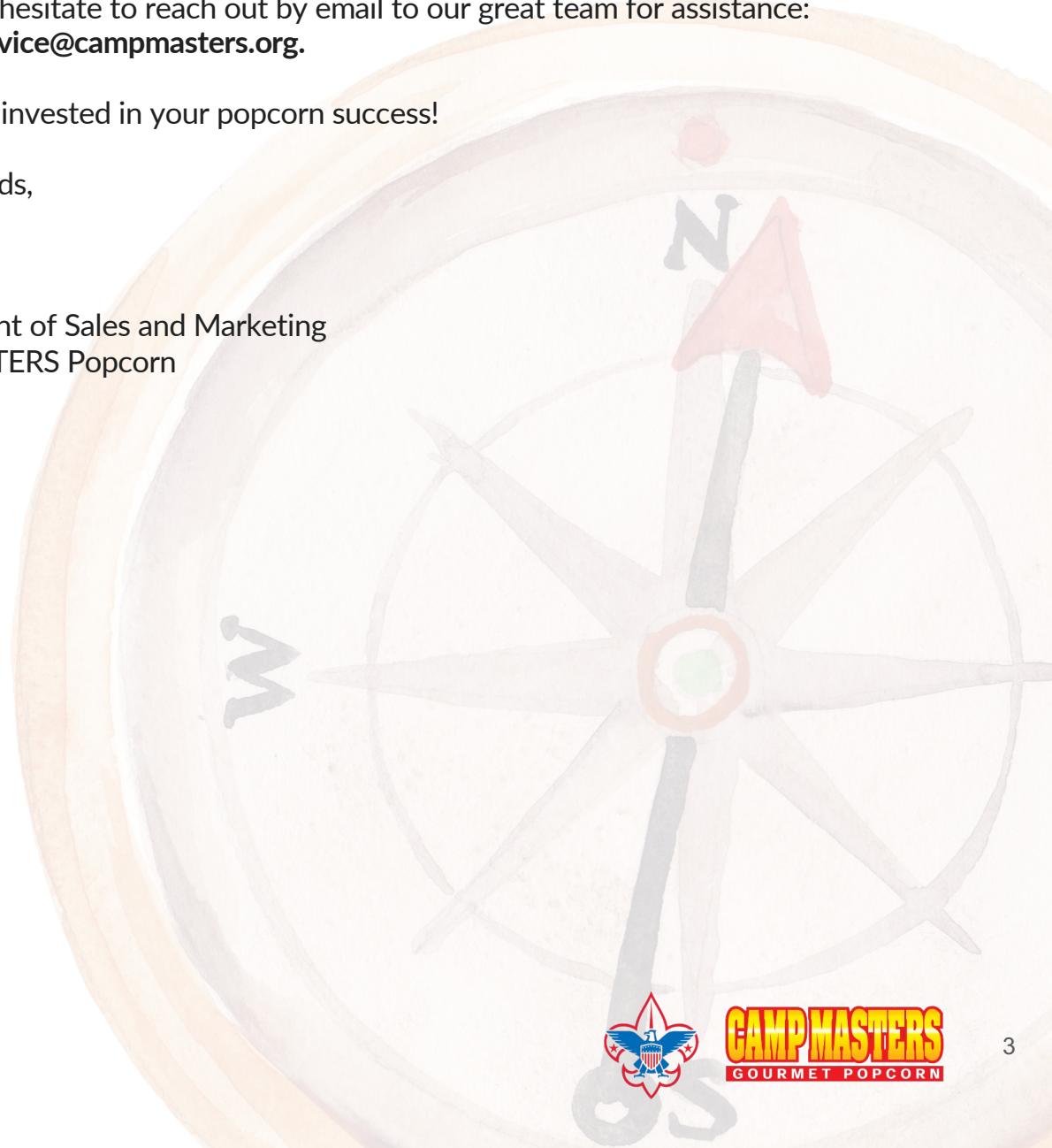
<https://www.facebook.com/groups/campmastersunitsparentsandscouts/> Also check out <https://www.campmasters.org/> for more resources.

However, if there is anything you need to help fuel your popcorn success, please don't hesitate to reach out by email to our great team for assistance: customerservice@campmasters.org.

We are fully invested in your popcorn success!

Warm Regards,

Jason Sieg
Vice President of Sales and Marketing
CAMP MASTERS Popcorn



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LET'S MAKE THIS YOUR BEST SALE EVER!

Congratulations on choosing to have your Unit fund its program through the Popcorn and peanut fundraiser. You've likely heard many times that *"it's not about selling popcorn and peanuts, it's supporting Scouting."* But what does this mean? And how does it impact each individual Scout?

Scouting is here to help children become ethical adults that make good decisions. And popcorn and peanuts serve an important role in this mentorship. It's a learning activity, just like any other, designed to build important skills towards this goal. Specifically:

Association with Adults

Kids are sometimes shy or fearful around adults, even ones they know. For most, this doesn't resolve itself as they age. They gain the opportunity for exposure and practice communicating with adults by participating in the sale. They build the confidence that will make future things like college essays, job interviews and talking to their boss so much easier. It sounds like a simple interaction, but it's a way for them to overcome a tough barrier and learn how to navigate an adult-run world.

Salesmanship and Entrepreneurship

Learning to set and reach goals through action helps Scouts develop important business skills. They learn how to best represent themselves and persuade others. In the future, they can use these tools to gain funding for a revolutionary business idea or be a strong team leader within their organization.

Grow and Sustain Scouting

Scouting is not just an activity, but also a future career path. The mission of the organization needs strong leaders to carry the mentorship and impact forward into future generations. Everything they learn by participating prepares them to teach others what they know in Scouting or whatever future career they choose. Popcorn and peanuts also bring Scouting to the attention of many others who may not be familiar with all that Scouting has to offer.

Fund Membership and Activities

The funds you raise can be used to cover registration fees, uniforms, trips, activities, day camps, summer camps, and high adventure experiences within the program. Fewer out-of-pocket expenses for families equals better-equipped kids and more participation.

Help all your families save money by encouraging 100% participation! This year's popcorn and peanut fundraiser can be the best fundraiser EVER!

IMPORTANT CONTACTS

ARROHATTOC DISTRICT

Amanda Kirby

District Popcorn Kernel

804-512-3234

amandan3kids@gmail.com

Nick Harman

Field Director

804-204-2622

Nick.Harman@scouting.org

CRATER DISTRICT

Angela Hancock

District Popcorn Kernel

804-720-3308

lpnmomof2boys@gmail.com

Cody Richardson

Crater District Executive

804-615-7570

Cody.Richardson@scouting.org

DOGWOOD DISTRICT

Stacey Garnett

District Popcorn Kernel

804-370-9016

StaceyGarnett@Verizon.net

Morgan Harrell

Dogwood District Executive

804-898-8051

Morgan.Harrell@scouting.org

JAMES RIVER DISTRICT

Vacant

District Popcorn Kernel

Nick Harman

Field Director

804-204-2622

Nick.Harman@scouting.org

HUGUENOT TRAIL DISTRICT

Sandy Sanders

District Popcorn Kernel

804-502-4290

jelloqn@gmail.com

Zachary Hite

Huguenot Trail District

Executive

703-409-3925

Zachary.Hite@scouting.org

COUNCIL

LEADERSHIP CENTER

8090 Villa Park Drive

Henrico, VA 23228

www.hovc.org

Heather Dunton

Program Support Executive

757-870-3977

Heather.Dunton@scouting.org

Delane Markley

Accounting Assistant

804-204-2615

Delane.Markley@scouting.org

WAREHOUSE

Heart of Virginia Council

Leadership Center

8090 Villa Park Drive

Henrico, VA 23228

(rear of building at garage door)

2024 POPCORN SELECTIONS

ON AVERAGE **73%** GOES TO SCOUTING

ZZ Support the Military and Scouting Too!

\$30 Military Donation



WW

\$50 Military Donation

Choose Item ZZ and CAMP MASTERS will send \$30 worth of popcorn to our military personnel.

Choose Item WW and CAMP MASTERS will send \$50 worth of popcorn to our military personnel.

DO Tasty Trio Tin

This Tasty Trio has Melt in your mouth Chocolate Covered Pretzels, Sweet & Salty Kettle Corn and Chocolate Caramel with sea salt candy — 23oz, 2.40 gal. @




\$60

P 3-Way Cheesy Cheese Tin **Special Value!**

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa popcorn (3 8oz Bags) — 15 oz, 1.15 gal. @




\$50

MM 22 Pack Movie Theater Extra Butter Microwave Popcorn

Popcorn perfectly seasoned with EXTRA Buttery flavor just like the movie theaters. America's #1 selling flavor! @




\$35

E Supreme Caramel Tin

Buttery gourmet Caramel Corn with Almonds, Pecans and Cashews — 18 oz, 1.10 gal. @




\$30

ZE Chocolate Drizzle Caramel Bag

Buttery gourmet caramel popcorn with chocolate drizzle — 14 oz. @




\$30

ZW Chocolatey Covered Pretzels Bag

Melt in your mouth Chocolate Covered Pretzels — 10 oz @




\$22

G 14 Pack EXTRA BUTTER Roasted Summer Corn

If you like buttery corn on the cob, you'll love this EXTRA BUTTER flavor microwave popcorn! @




\$20

KT Cinnamon Crunch Popcorn Bag

Lightly sweet popcorn with warm, savory cinnamon — 13 oz. @




\$20

YY 12 Pack Sweet & Salty Kettle Corn Microwave Popcorn

A sweet and salty old fashioned kettle corn taste, like the popcorn at old-time county fairs! @




\$20

ZD White Cheddar Cheese Bag

Cheesy goodness of white cheddar cheese on light, crunchy, crispy popcorn — 5 oz. @




\$20

V Purple Popping Corn Jar 

This delicate popcorn contains antioxidants, has virtually no hulls and TASTES GREAT! No Artificial Anything. — 10 oz @




\$15

DD Caramel Popcorn Bag

Mouthwatering taste of delicate and crispy gourmet caramel popcorn. — 10 oz @ **25% More!**




\$15

U 6 Pack Butter Microwave Popcorn

A convenient way to enjoy popcorn with a rich buttery flavor anytime of the day. ONLY 35 CALORIES per cup! @




\$12

To pick up your product, follow these vehicle recommendations:

- Midsize car holds about 20 cases
- Luxury sized car holds about 40 cases
- Minivan holds about 60 cases
- Large SUV holds about 70 cases
- Small Pickup bed holds about XX cases
- Large Pickup bed holds about XX cases
- Rental Truck holds over 70 cases

All the capacity estimates are very dependent upon the products, which affect the shapes of the cartons.

In these examples, it is recommended that all seats behind the front driver and passenger be stowed into the car floor or removed.



2024 PEANUT SELECTIONS



Virginia Trail Mix **New!**

Teaming with jumbo cashews, extra-large salted peanuts, almonds, candy-coated chocolate gems and the biggest, plumpiest and sweetest raisins we could find, our trail mix is far superior to all others.
14 oz. \$25 ♡

Salted Virginia Peanuts

The famous "Home-Cooked" Virginia Peanut! Crunchy, fresh and distinctive. One bite and you'll taste why these peanuts are our most popular selection.
20 oz. \$28 ♡ 12 oz. \$20 ☾



Honey Cinnamon Almonds

Our large, whole almonds are bathed in pure honey, then generously dusted with cinnamon and sugar.
13 oz. \$30 ⬤

Whit's Party Mix **New Size!**

This tasty snack mix has the perfect combination of sweet and spicy! Enjoy the flavorful blend of hot Cajun sticks, almonds, smoky habanero chili lime peanuts, honey roasted sesame sticks, pumpkin seeds, butter toffee peanuts, toasted corn nuts and taco sesame sticks.
10.5 oz. \$25 🐾



Dark Chocolatey Almond Clusters

Lightly salted almonds coated in our rich dark chocolatey coating to create the perfect cluster.
10 oz. \$27 ◆



Milk Chocolatey Peanut Clusters

We hand dip our "Home-Cooked" Virginia Peanuts in a rich milk chocolatey coating to form a melt-in-your-mouth cluster.
10 oz. \$22 ●



Homemade Peanut Brittle

Our famous "Homemade" Peanut Brittle combines crunchy, farm-fresh Virginia peanuts with sweet, crunchy brittle for a marriage made in heaven.
10 oz. \$22 ★



Dark Chocolatey Peanut Clusters

We hand dip our "Home-Cooked" Virginia Peanuts in a rich dark chocolatey coating to form a melt-in-your-mouth cluster.
10 oz. \$22 ▲



Salted Jumbo Cashews

These crisp, crunchy jumbo cashews are extra large, plump, meaty and roasted to perfection to bring out their delicious flavor.
12 oz. \$30 ✚



Honey Roasted Virginia Peanuts

Unlike others that use artificial flavors, our large Honey Roasted Virginia Peanuts are actually made with real honey, sweet sugar and a dash of salt.
20 oz. \$33 ●
12 oz. \$21 ♠

The Whitley's Difference

Whitley's "Home-Cooked" peanuts have a wonderful, crunchy freshness and distinctive flavor because our peanuts are still made the old-fashioned way – hand-cooked, slowly roasted to perfection. We choose only the highest quality, super extra-large Virginia peanuts which are hand selected for their size and freshness. Each batch is individually cooked with proven, traditional recipes to ensure the crisp, fresh flavor and unique taste for which our peanuts are famous.



70%
Goes directly to
your organization!



WHITLEY'S
ESTD 1986
— PEANUT FACTORY —

KERNEL CHECKLIST

My #PopcornSquad

District Kernel

Phone
Email

Assistant Kernel

Phone
Email

Kickoff Kernel

Phone
Email

Show-N-Sell Kernel

Phone
Email

Pickup Kernel

Phone
Email

Prize Kernel

Phone
Email

Communications Kernel

Phone
Email

- Attend Popcorn & Peanut Trainings
- Plan Annual Scout Program (w/Unit Committee)
- Review Commission Structure & Prizes
- Determine Additional Unit Prizes
- Set Budget for Program
- Recruit Your #PopcornSquad #PeanutSquad
- Update Scout Roster (w/Membership Chair)
- Direct Scouts to Self-Register or Update Bio
- Determine Per-Scout Fundraising Goal
- Secure Storefronts
- Create Unit Timeline for Popcorn & Peanut Sale
- Establish Guidelines for Product Pickup & Money
- Confirm Show & Sell Locations and Times
- Prepare / Update COVID-19 Guidelines
- Place Unit Product Order
- Host Unit Kickoff Meeting
- Prepare and Distribute Handouts
- Share Tips & Ideas for Selling Popcorn & Peanuts
- Provide Selling Incentives & Games for Scouts
- Coordinate Pick-Up / Drop-Offs at Warehouse
- Encourage Scout & Parent Participation
- Share Selling & Marketing Strategies
- Help Scouts Share Their Online Selling Links
- Place Final Product Order
- Order and Distribute Prizes
- Remit Product Payments to Council
- Contact District Kernel as Needed for Assistance
- Celebrate!

POPCORN & PEANUT SQUAD

The Popcorn Kernel (or Nut Captain) oversees operations of the Unit's popcorn and peanut sale. This is an important leadership role within the Unit. The PK ensures distribution, promotion, reporting and payments for Unit's entire sale period. They also work closely with their Unit committees and District Popcorn Kernel.

The best part is leading their **#PopcornPeanutSquad** in the Unit's goals for the sale by:

- ★ Encouraging Scouts to Earn Their Way
- ★ Developing the Overall Sale Strategy for the Unit
- ★ Establishing Relationships with Community Businesses
- ★ Helping Parents Support Their Scout
- ★ Guiding the Unit's Progress to Their Sales Goal
- ★ Gathering and Distributing Important Information
- ★ Running Logistics for Product and Sales Earnings
- ★ Rewarding Scout Efforts with Great Prizes
- ★ and Hosting an EPIC Unit Kick-Off Celebration

Your **#PopcornPeanutSquad** includes (based on your Unit and District Size):

- ★ District Popcorn Kernel (or Nut Captain)- Your right-hand in all things product sale!
- ★ Unit Committee Members - Helping you develop the plans and budgets
- ★ **Assistant Popcorn Kernel / Nut Captain - A MUST have (ask for help)!**
- ★ Kickoff Kernel - Your party planning partner
- ★ Show & Sell Kernel - Your logistics coordinator (preferably with a truck!)
- ★ Pickup Kernel - Your warehouse watchdog for product inventory
- ★ Prize Kernel - Your fun-lovin' prize patrol buddy
- ★ Communications Kernel - Your social media / email master spreading popcorn & peanut love

As exciting as these position titles are, people tend to more receptive when asked to execute a specific task, not just serve a role in the sale. **When asking for help, be sure to say what you specifically NEED help with and how much time you think it will take them.**

For example, instead of: Hey Sarah, will you volunteer as Kickoff Kernel this year?

Ask: Hey Sarah, your creativity and crafting skills are top notch. Would you help me with decorations and games for the Popcorn & Peanut Kickoff? I'm thinking it will take us about 2-3 hours in planning and decorating day of, plus whatever time you'd estimate for creating them.

PRODUCT SALE TRAINING

DATE	LOCATION	TIME	ATTENDEES
July 24 th	Early Bird Kick-off Council Leadership Center 8090 Villa Park Drive Henrico, VA 23228	7:00 PM	Product Sale Unit Popcorn Kernels and team
August 5 th	Crater District Kick-off Wesley UMC 3701 Conduit Road Colonial Heights, VA 23834	7:00 PM	Product Sale Unit Popcorn Kernels and team
August 6 th	Arrohattoc District Kick-off Chester Presbyterian Church 3424 W. Hundred Road Chester, VA 23831	7:00 PM	Product Sale Unit Popcorn Kernels and team
August 7 th	Dogwood District Kick-off VFW 7168 Flag Lane Mechanicsville, VA 23116	6:30 PM	Product Sale Unit Popcorn Kernels and team
August 13 th	Huguenot Trail District Kick-off St. Michael's Episcopal 2040 McRae Road Bon Air, VA 23235	7:00 PM	Product Sale Unit Popcorn Kernels and team
August 15 th	James River District Kick-off Council Leadership Center 8090 Villa Park Drive Henrico, VA 23228	7:00 PM	Product Sale Unit Popcorn Kernels and team
August 29 th	Last Chance Kick-off Council Leadership Center 8090 Villa Park Drive Henrico, VA 23228	7:00 PM	Product Sale Unit Popcorn Kernels and team

HOW MUCH PRODUCT TO SELL

The mission behind the unit program planning philosophy is to help Scouting units fulfill young people's need for adventure and deliver on this promise. Units that operate under an annual program plan, that young people help construct, are proven to be more successful and make a more profound impact on the lives of their members. We promise young people the most exciting adventures they can imagine, and we had better be prepared to make it happen. How do you get buy-in and commitment from your unit's families when it comes to annual programming and fundraising needs? Your answer to this question is the key factor to the level of success your Scouting program will enjoy.

Brainstorming Ideas to Get You Started - The unit might plan and fund some of the following:

Program Ideas:

Summer Camp
Cub Scout Council Events
Monthly Unit Activities
Pinewood Derby
Patrol/Den Activities
Assistance for Low-income Scout Families

Other Considerations:

BSA Registrations & Life Magazine
Meeting Supplies/Awards & Recognitions
Den/Patrol Expenses/Training Courses
Unit Equipment
Uniforms/Personal Camping Equipment

Once there are several ideas under consideration, filter them to allow the most realistic ones to surface. Be cautious not to discount Scouts ideas. Do provide them with enough information to decide which are most in creating their best program year.

Next, add key dates to a unit calendar that will be shared with Scouts and parents. Be sure to account for vacations, holidays and other school functions.

You now know what you're doing and when. It's time to budget! You can use the planner to help you organize activities and determine your fundraising goal.

Scouting teaches Scouts to earn their way. And a organized popcorn sale helps them learn to plan and meet their goals. Studies show your Scouting families appreciate a well planned sale that helps them coordinate it within their already busy lives.

Show them how the Unit and Scout sales fund the planned activities within the program. Present them with a clear fundraising goal. And offer an approach that allows them to achieve their goal.

A little time spent organizing now, means more participation and success in the fall!

CREATING / MANAGING MOMENTUM



Fundraising is not a sales pitch but a long-term partnership between your Unit and the people in your community. Perhaps the hardest part of any fundraiser is creating and keeping the momentum up before and during the sale. Families are busy and Scouting may not be their only after-school activity. We've compiled a list to help you keep excitement and spirits high throughout the popcorn and peanut sale:

- Ensure everyone knows the purpose of the fundraiser. Spread the word in every way possible
- Send letters home with your Scouts.
- Talk to the parents individually. Share what the proceeds will be used for.
- Use a game board for Scouts to help them reach their sales goal.
- Promote popcorn and peanuts as great gifts for teachers, coaches, employees, and business associates.
- Give an award/reward for the first, second, and third place Scouts to reach a specific objective you set during your sale.
- Use a "Make A Difference" flyer explaining how a purchase benefits Scouts and their units. This helps make people feel good about making a difference.
- Have a goal guide with tips on keeping fundraisers motivated by setting weekly or monthly goals. You can also include bonuses or prizes for incentives.
- Use a printable progress chart to keep Scouts and families informed.

COMMISSION & PRIZES

Units can earn 30 - 35% commission on popcorn and peanut sales. The base commission is 30% and earn 5% for attending training!

This year we are working with Keller Marketing. Descriptions of prizes are available at www.kellerprizeprogram.com. If you have prize-related questions, contact Keller Marketing at 888-351-8000. See your prize order form for GUIDELINES to select prizes.

My prize goal is:

My popcorn goal is:

CHOOSE A PRIZE AND GO FOR IT!

- \$5,000 LEVEL 14**
 - 53 - LEGO Technic Mercedes-AMG F1 W14 E Performance
 - 54 - Cross Canyon 2 Tent & Footprint
 - 55 - Carrera Evolution Mario Kart Analog Electric Slot Car Racing
 - 56 - \$175 Amazon Card
- \$4,000 LEVEL 13**
 - 49 - Adventure Camps Package
 - 50 - BioLite CampStove 2+
 - 51 - Case Bomestag Folding Hunter Knife w/ Leather Sheath
 - 52 - \$125 Amazon Card
- \$3,000 LEVEL 12**
 - 45 - Live Indoor/Outdoor Bluetooth Solar Speakers
 - 46 - LEGO City Modular Space Station
 - 47 - Coleman Sundome 4 Person Tent
 - 48 - \$100 Amazon Card
- \$2,150 LEVEL 11**
 - 41 - LEGO Friends Castle Bed and Breakfast
 - 42 - SkullCandy Wireless Earbuds
 - 43 - Foldable Drone
 - 44 - \$75 Amazon Card
- \$1,650 LEVEL 10**
 - 37 - Youth Pickle Ball Set
 - 38 - HEXBUG BattleBots Arena Bite Force & Blacksmith
 - 39 - The North Face Stewart Backpack
 - 40 - \$50 Amazon Card
- \$1,250 LEVEL 9**
 - 33 - LEGO Batman - Batcycle
 - 34 - Swiss Army Fieldmaster Knife
 - 35 - Walkie Talkie Set w/ Rechargeable Batteries
 - 36 - \$50 Amazon Card

- \$850 LEVEL 8**
 - 28 - Hydration Pack - 2L
 - 29 - Transformers: Rise of the Beasts BUMBLEBEE Model Kit
 - 30 - Zing Quick Switch Power Bow
 - 31 - 2-Person Waterproof Tent
 - 32 - Grab Bag G
- \$625 LEVEL 7**
 - 23 - E-Box Parts Plus Construction Kit
 - 24 - Telescope - 40X Magnification
 - 25 - 5-in-1 Multi-Tool w/ Shovel & Ax
 - 26 - Hexbug Mechanicals Wasp Assorted Colors
 - 27 - Grab Bag F
- \$425 LEVEL 6**
 - 18 - Light Saber w/ Stand
 - 19 - 5pc Stainless Steel Mess Kit
 - 20 - Adventure Duffle Bag w/ BSA® Branding
 - 21 - Air Hunterz Zano Bow w/ 2 Zarts
 - 22 - Grab Bag E
- \$225 LEVEL 5**
 - 13 - Multi Tool Flashlight
 - 14 - Magic Sand Set w/ 6 Molds
 - 15 - White Handle Lock Blade Knife & Case w/ BSA® Branding
 - 16 - Catapult Plane w/ Decorative Stickers
- \$250 LEVEL 4**
 - 9 - Dry Bag - 5 liter - Yellow w/ BSA® Branding
 - 10 - Mini Multi-Tool w/ Case
 - 11 - 4x30 Binocular w/ Case
 - 12 - 6" Stuffed Animal - Goat
- \$190 LEVEL 3**
 - 5 - First Aid Kit w/ Waterproof Case
 - 6 - Cinch Backpack w/ BSA® Branding
 - 7 - Mini Dynamo Dual LED Light w/ BSA® Branding - Assorted Colors
 - 8 - Watch/Pedometer
- \$90 LEVEL 2**
 - 1 - Fire Starter and Steel
 - 2 - Tony Hawk Box Boarders Assorted Characters
 - 3 - Compass Thermometer Whistle
 - 4 - Highlighter Scout w/ Retractable Computer Brush
- LEVEL 1**
 - 0.1 - Popcorn Sale Patch
 - 0.2 - Peanut Sale Patch
 - 0.3 - Military Club Patch
 - 0.4 - Online Sale Pin
 - 0.5 - Top Seller Pin

Popcorn and Prize Orders are Due to your Unit Kernel by _____

Scout Name: _____	Pack/Troop: _____	Total Sales: _____
Prize #	Prize Description	Quantity

List all Patches, Pins, and Prizes earned above and turn in to your Unit Leader.

Scan the QR Code to the left for a detailed description of the prizes or visit www.kellerprizeprogram.com

\$2K Club - Blast Day
Sell \$2,000 in Popcorn and/or Peanuts and earn your way to the Blast Day Rocket Launch Party! Receive your very own Flying Model Rocket to build! The event will be held at Cub Adventure Camp in Maidens, VA on December 7, 2024 (rain date December 14, 2024).

\$5,000 Hall of Fame
Sell \$5,000 in Popcorn and/or Peanuts and get your name engraved on a brick out at camp as a lasting tribute of your accomplishment!

In addition to these incentives, **CAMP MASTERS** offers High Achiever Prizes to recognize Scouts' Popcorn Sale efforts:

OR THIS CAMPER PKG

**SELL \$400+ ONLINE
GET A \$10 AMAZON
GIFT CARD**

**SELL \$3000+ TOTAL
GET 5% BACK ON A
VISA DEBIT CARD OR**

2-Person Waterproof Tent, 2L Hydration Pack, 6-in-1 Camp Tool (including meat fork, spatula, baster brush, knife, bottle opener, corkscrew and case), 5-pc. Stainless Mess Kit w/bag, and an Aluminum Safety Flashlight.

REGISTER YOUR SCOUTS

UNIT LEADERS: Scouts must be registered in the **CAMP MASTERS** system to receive sales!

Step One: Log in to the **CAMP MASTERS** system and click “Setup / Invite Scouts.”

CAMP MASTERS Dashboard

2020 Fall Popcorn Sale

Jason Sieg | Troop 313
Demo Council | Demo District Anytown

To Do:

- Submit your Unit Commitment Form
- There are 11 Unordered Scout Take Orders
- There are 2 Open Unit Orders

Links:

- Manage Unit Information
- Setup/Invite Scouts
- Setup/Import Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes
- Edit Your Profile
- Reset Password

Show-N-Sell Start: 2/25/20 - Due: 8/7/20
Unit Kickoff 6/13/20
Returns Due 10/01/20 by 3:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 3/2/20 - Due: 10/23/20
Returns due 10/20/20 by 3:00pm
Payments due to Council 11/1/20

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

The list of current Scouts registered in your Unit will be displayed.

CAMP MASTERS Demo Council | Demo District Anytown | Troop 313 > Users

INFO USERS

+ Add User Remove Send Sign-On Link Layouts Export to Excel Export to PDF

<input type="checkbox"/>	Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	()-	Ryno23@yahoo.com

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REGISTER YOUR SCOUTS

Step Two: Remove any Scouts no longer in your Unit by clicking the box to the left of their name(s). And then selecting “Remove” from the menu above.

Demo Council | Demo District Anytown | Troop 313 > Users

	Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313.Jacob@scouting.org
<input checked="" type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

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Step Three: For the remaining Scouts, make sure their contact information is correct. Then select them by clicking the box to the left of their names. And then select “Send Sign-On

Demo Council | Demo District Anytown | Troop 313 > Users

	Type	Key Code	First Name	Last Name	Phone	Email
<input checked="" type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input checked="" type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313.Jacob@scouting.org
<input checked="" type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input checked="" type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input checked="" type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input checked="" type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

Page 1 of 1 (7 Items) < 1 > Page size: 25

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This will email each of the Scouts their unique CAMP MASTERS link so they can access the system without having to login. This makes taking orders and payments much easier.



REGISTER YOUR SCOUTS

Step Four: For new Scouts, select the “Setup / Import Scouts” option from the dashboard.

The screenshot shows the Camp Masters dashboard. On the left is a navigation menu with options like Home, Camp Masters, Main, Dashboard, Unit Orders, Unit Returns, Scout Credits, Scout Sales, Online Orders, Take-Order, Organization, Units, and Users & Scouts. The main content area is titled 'Dashboard' and shows a search bar for '2020 Fall Popcorn Sale'. Below this, it displays 'Jason Sieg | Troop 313' and 'Demo Council | Demo District Anytown'. There are three 'To Do' items: 'Submit your Unit Commitment Form', 'There are 11 Unordered Scout Take Orders', and 'There are 2 Open Unit Orders'. A 'Links' section includes 'Manage Unit Information', 'Setup/Invite Scouts', 'Setup/Import Scouts', 'View Scout Online Sales', 'View Unit Invoice', 'Order Prizes', 'Edit Your Profile', and 'Reset Password'. On the right, there are sections for 'Show-N-Sell' and 'Take Order' with their respective start and due dates and action buttons like 'View Product Listing', 'Place Unit Order', and 'View Unit Orders'.

Step Five: Click the “Import Scouts” button and upload your Excel spreadsheet.

The screenshot shows the 'Users / Scouts' page in Camp Masters. At the top, there are filters for Council (Demo Council), District (Demo District Anytown), User Type, and Hide Inactive. Below the filters are buttons for Layouts, Export to Excel, Export to PDF, and Import Scouts. The main content is a table with columns for First Name, Last Name, Email, and Organizations. The table contains seven rows of user data. At the bottom of the table, there is a pagination indicator showing 'Page 1 of 1 (7 items)' and a page size dropdown set to 25.

First Name	Last Name	Email	Organizations
Jason	Sieg	pkp25@yahoo.com	Demo Council Demo District Anytown Troop 313 (Unit Leader)
Max	Franklin	troop313max@demo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jill	Smith	jillsmith@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jeff	Hawkins	wayne1965@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Max	Sieg	jason@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Ryan	Franklin	Ryno23@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jacob	Smith	Troop313Jacob@scouting.org	Demo Council Demo District Anytown Troop 313 (Scout)

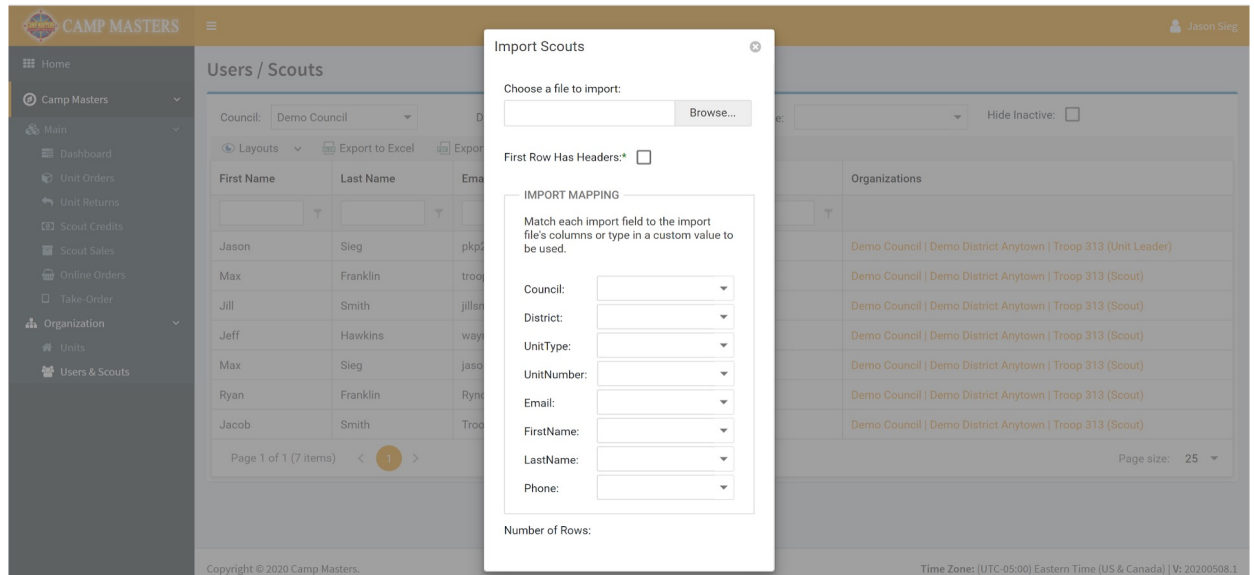
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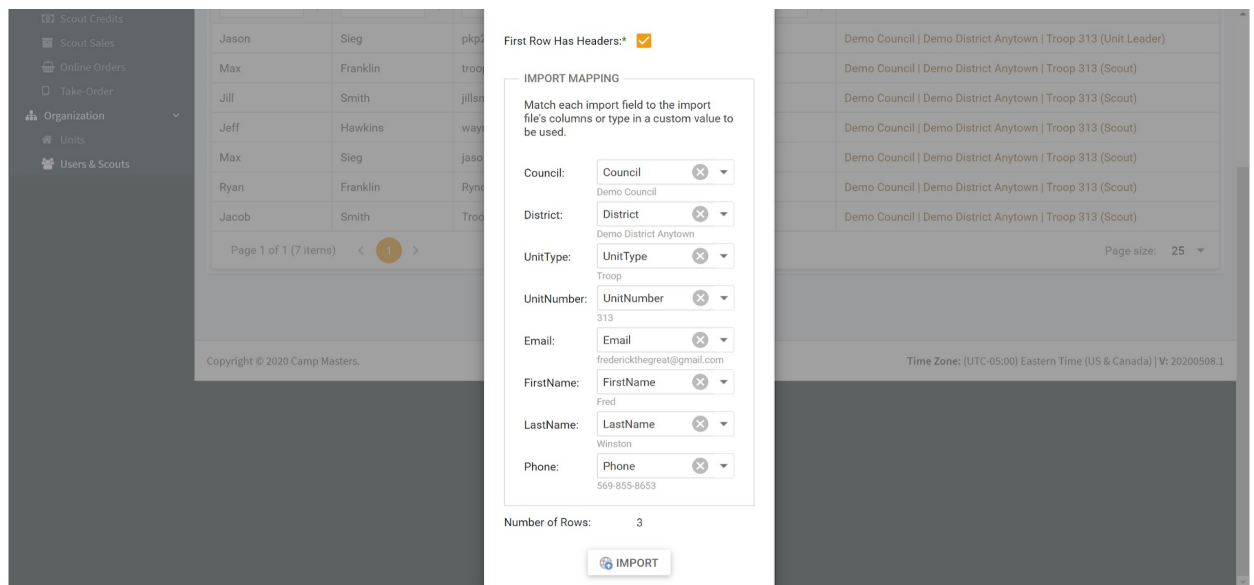


REGISTER YOUR SCOUTS

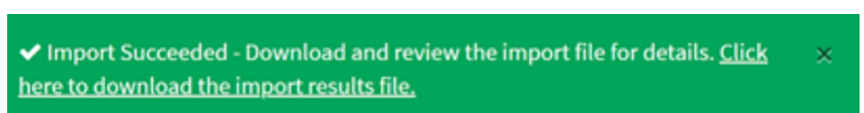
Step Six: Select your file and complete the field matches to the spreadsheet columns below. If your sheet has headers, be sure to select the “First Row Has Headers” box.



You'll see a data preview as you assign each field for import. Once complete, click “Import”.



You'll see a green success box once imported.



If you get an error, check your spreadsheet rows again carefully for typos.



2024 PRODUCT SALE SCHEDULE

JULY 24 -

Early Bird Kick-Off,
Council Leadership
Center, 7 PM

AUGUST 2024

AUGUST IMPORTANT DATES

August 4 - UNIT
ORDERS DUE by
11:59 PM

August 5 - Crater Kick-
off & Training

August 6 - Arrohattoc
District Kick-off &
Training

August 7 - Dogwood
Kick-off & Training

August 13 - Huguenot
Trail Kick-off & Training

August 15 - James River
Kick-off & Training

August 23 & 24 - Show
& Sell Distribution of
Popcorn & Peanuts

August 28 - Additional
Pick-up

August 29 - Last Chance
Kick-off (7 PM, Council)

SEPTEMBER IMPORTANT DATES

September 4, 11, 18 &
25

Additional Pick-up Days
12 Noon - 2 PM

SUN	MON	TUE	WED	THU	FRI	SAT
			July 24 - Early Bird Kick-off!	1	2	3
4 UNIT ORDERS DUE by 11:59 PM	5 Crater Kick- off, 7 PM	6 Arrohattoc Kick-off, 7 PM and	7 Dogwood Kick-off, 6:30 PM	8	9	10
11	12	13 Huguenot Trail Kick- off	14	15 James River Kick-off, 7 PM	16	17
18	19	20	21	22	23 Show & Sell Distribution	24 Show & Sell Distribution
25	26	27	28	29 Last Chance Kick-off, 7 PM	30	31

SEPTEMBER 2024

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 Labor Day Office Closed	3	4 Additional Pick-up	5	6	7
8	9	10	11 Additional Pick-up	12	13	14 Food Lion Show & Sell
15	16	17	18 Additional Pick-up	19	20	21
22	23	24	25 Additional Pick-up	26	27	28
29	30					

2024 PRODUCT SALE SCHEDULE

OCTOBER 2024

OCTOBER IMPORTANT DATES

October 2, 9, & 16
Additional Pick-up Days
12 Noon - 2 PM

October 18
Show & Sell Unit
Payments Due
for Popcorn & Peanuts

October 20
Final Unit Take Orders
DUE for Popcorn &
Peanuts by 11:59 PM

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2 Additional Pick-up	3	4	5
6	7	8	9 Additional Pick-up	10	11	12 Food Lion Show & Sell
13	14	15	16 Additional Pick-up	17	18 Show & Sell Payments Due	19
20 Final Unit Orders Due by 11:59 PM	21	22	23	24	25	26
27	28	29	30	31 Halloween		

NOVEMBER 2024

NOVEMBER IMPORTANT DATES

November 11
Prize Orders & Unit Top
Sellers Report Due

November 15 & 16
Final Product Distribution,
Heart of Virginia Council
Leadership Center

November 16
Final Unit Payments Due
for Popcorn & Peanuts

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11 Prize Orders & Top Sellers Report Due	12	13	14	15 Final Distribution	16 Final Distribution & Final Unit Payments Due
17	18	19	20	21	22	23
24	25	26	27	28 Thanks- giving Day	29	30

STOREFRONT RECRUITING

You can never start too early in securing storefronts. Here are some of the best tips to help you do just that:

- Grocery stores and home improvement stores - Make sure you approach the store/company Manager. Do some research and find out the policies in place so you can adapt your approach and relate how Show & Sell will meet these guidelines.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.
- CAMP MASTERS plans to have a Storefront scheduling tool for every Council where you can manage your sites and volunteers. Once we have this, we will schedule a Webinar and make resources available.

SAMPLE / SCRIPT

Hello my name is (Name), our (Unit) is located right here in (Name of location). Our Scouts want to raise their own money to (Go to Summer Camp). You can help by letting us use your store front so our Scouts can earn their salesmanship merit badge and earn their own way to camp. We appreciate your willingness to support us as members of the same community.

Make sure you get on their schedule. Bring a letter that they can sign if necessary, that says the same thing, Has a place to put their store Name and Store Number, Signature Spot as well as a written name spot.

Make sure you follow up a few weeks before as well as a few days before.

SHOW & SELL SCHEDULING

You can manage your Show & Sell dates and volunteers within this table. Or look below for instructions to use an online management tool.

DATE	LOCATION	SHIFTS	NEEDED ADULTS & SCOUTS
			Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:
			Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:
			Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:
			Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:
			Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:

ONLINE SIGN UP INSTRUCTIONS

1. Create a free account at [SignUpGenius.com](https://www.signupgenius.com).
2. Then follow these step-by-step instructions:
<https://www.signupgenius.com/faq/create-sign-up.cfm>

ORDERING INVENTORY (Camp Masters notes)

If you sold last year, look at your history of what was ordered.

- Compare the number of Scouts you have this year versus last year.
- Adjust your order based on your goal per Scout.
- Adjust products if you had more of one item that sold better.
- Attend a CAMP MASTERS Webinar hosted by Michael Beck.

If you did not sell last year, work with your Council to get started. They should have a good idea of what you can accomplish.

- Join our Facebook group to get some ideas.
- Make sure you schedule your storefronts early.
- Make sure you create excitement around this program. It is an amazing program for Scouts and Parents to see the success!

Check CAMP MASTERS Website for the “How to Order” demo.



POPCORN & PEANUT INVENTORY

Popcorn & Peanut Product Orders and Order Forms

How much product should my unit order for Show & Sells?

Units are encouraged to order at least 50% of the previous year's total sales in their first order if participating in Show & Sells; but also keep in mind your circumstances: Do you have a new Unit Kernel? Do you have more or fewer Scouts selling? Will you be setting up more or less Show & Sell events than you did the year before? Did you have Top Sellers who moved up and out of your Unit?

Any remaining product not sold for Show & Sell can be used for Wagon or Take Order sales. Council is not able to accept any product returns. Please consult with Heather Dunton if you have questions or need help with your order.

Additional order forms can be picked up at the Council Office, District Roundtable or by contacting Heather at heather.dunton@scouting.org.

Product Pick-up Location & Information

Show & Sell Product can be picked up on your designated pick-up days at the rear of the Heart of Virginia Council Leadership Center at 8090 Villa Park Drive, Henrico, VA 23228.

Additional inventory can be picked up each Wednesday during the sale from 12:00 noon to 2:00 p.m. To pick up additional inventory, you must fill out the online order form or an appropriate Popcorn or Peanut Additional Inventory Sheet and email it to Heather Dunton at heather.dunton@scouting.org by 12:00 midnight the day before pick-up. Same day pick-up requests can be honored if scheduling permits, and inventory is available.

YOUR PRODUCT SALE KICKOFF

A great popcorn & peanut sale starts with a great kickoff! Follow these simple steps to start your product sale with a BANG and motivate your Scouts, parents and other volunteers.

1. **Set the Agenda.** Think of things that are fun and fast-paced. This helps build energy and excitement for the popcorn and peanut sale. Scouts will leave ready to earn their way selling delicious popcorn and peanuts!
2. **Ask for Help.** Enlist others to help you pull off a fun and exciting popcorn and peanut kickoff! No need to try and take it all on yourself.
3. **Know Your WHY.** Share the exciting program that this fundraiser will support. Talk about the activities and what the Scouts will experience. Reiterate that it can all be paid for by POPCORN & PEANUTS!
4. **Review the Forms.** Show Scouts the forms they'll be using in detail so they understand how to use them to promote the products and capture orders.
5. **Build their Profile.** Have each Scout register or update their profile at www.CAMPMASTERS.org.
6. **Ready to Sell!** Have your Scout families add CAMP MASTERS to their phones.
7. **Sharing is Caring.** Explain how they can share their CAMP MASTERS profile link with friends, family and through social media.
8. **Cover What's Critical.** Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
9. **Focus on the Goal.** Motivate Scouts to take on the Unit Scout goal and to pick an awesome prize as part of their goal!
10. **Create a Memory.** End the night with a fun and memorable event. Scouts love to be part of the action, and they always love a good pie to the face of their Unit Leader!



GOAL SETTING

Goal setting is the key to a successful sale! How do you get buy-in and commitment from your Unit's families when it comes to annual programming and fundraising needs?

Ideas to Get You Started – the unit might plan and fund some of the following, in whole or part:

- Summer Camp / High Adventure Trips
- BSA Annual Registration and Scout Life Magazine
- Patrol / Den Activities / Unit Activities / Council Activities
- Meeting Supplies / Awards and Recognition
- Youth and Adult Training Courses
- New Unit Equipment
- Uniforms / Personal Camping Equipment
- Assistance for Low-income Scout Families
- A Trip the Unit Always Wanted to Take

Scouting teaches Scouts to earn their way. The popcorn and peanut sale helps them learn to plan and meet their goals:

- Show them how the Unit and Scout sales fund the planned activities within the program.
- Present them with a clear fundraising goal
- Offer an approach that allows them to achieve their goal.

How to Create Per Scout Goals:

- Unit Sales Goal = $\frac{\text{Total Program Dollars}}{\text{Popcorn Commission Goal}}$
- Scout Sales Goal = $\frac{\text{Unit Sales Goal}}{\text{Number of Scouts}}$
- Scout Container Goal = $\frac{\text{Scout Sales Goal}}{\$16.62}$ (average container cost) example

[Scout Sales Goal Worksheet](#)

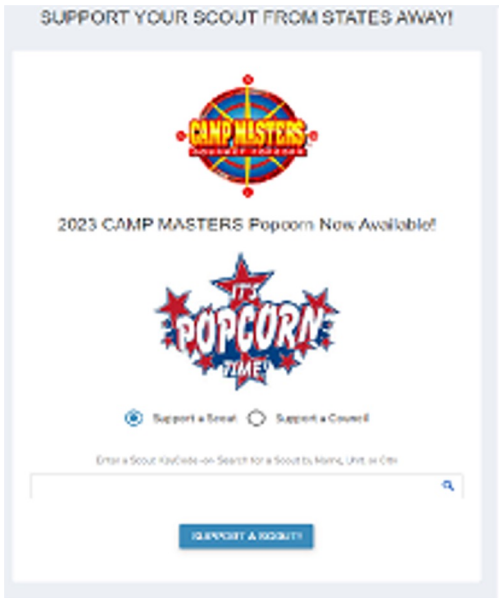


MULTIPLE WAYS TO SELL

SHOW & SELL: STOREFRONT OR DRIVE-THRU SALES

You can never start too early in securing storefronts. Of course, it's going to be a bit different this year. And that means adapting your approach. Here are some of the best tips to help you do just that:

- Grocery stores and home improvement stores are both essential businesses. Make sure you approach the store/company Manager with this in mind. Do some research and find out the policies in place so you can adapt your approach and relate how Show-N-Sell will meet these guidelines.
- Right now, resources are tapped thin in these stores. Consider sending an email or leaving a message for the Manager to call you back. The reality is, you're not going to be their first priority right now. After a few attempts, and still no response, only then try going in person.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.



SELLING STRATEGIES

Door-to-Door

Door-to-Door (also known as Wagon Sales) is one of the most effective sales methods! In this case, a Unit signs out popcorn and peanuts to a Scout who takes it throughout their neighborhood, selling as they go. Product is brought along (in wagon or vehicle), making it a quick and easy process for the customer. So, it is like a mobile Show & Sell booth. Units should order for this as part of their Show & Sell order. A large percentage of homeowners say that no Scout has ever come to their door, missing this great opportunity. If the desired product is not on hand, an order can be taken and product delivered later, but you don't have to make the return trip back to houses! You bring along the product as you sell it door-to-door. When a sale agreement is reached, the Scout goes to the car or wagon, gets the product and delivers it on the spot while the customer pays. If the desired product is not on hand, the Scout uses the Take Order method and returns with the ordered product later. To participate in Show and Deliver, you need to order Show & Sell popcorn.

Super Triangle

Have your Scouts complete the SUPER TRIANGLE! The SUPER TRIANGLE is the 15 neighbors that surround their home. Make a triangle from your home by selling to the first 4 neighbors down, cross the street and sell to 7 houses back toward your home, cross back to your side of the street and stop by 4 neighbors on your way back home. Find a simple prize to encourage your Scouts. We've seen tremendous success from units who just have each Scout do this simple task.

Neighborhood Blitz & Blitz Day

A Blitz Day is an organized day for a group of Scouts to go out selling in a specific area together. Scouts have fun with their friends as they travel to a neighborhood. A neighborhood can be covered very quickly with several Scouts each going door to door.

What's Take Order?

This method involves Scouts going door-to-door to take orders for popcorn. Research shows that about 3 in every 5 doors knocked on will result in a sale. Moreover, only about 20% of houses are contacted about buying popcorn and peanuts. There is plenty of untapped market for the sale. This method is also preferred for mom and dad's co-workers and close friends and relatives to whom it will be easy to deliver the product at the end of the sale.



SELLING STRATEGIES

Door Hangers

Door hangers are a great “Leave Behind” that a potential customer can complete to place their order. A customer can review products, complete their order on the door hanger, and hang back on their door for a Scout to pick up for a contactless transaction •Can be used to drive potential customers to visit an upcoming Show and Sell or with an online Seller ID label created added to the door hanger. **(Visit [CAMP MASTERS website](#) for a Free template)**

Signs

Set out signs directing potential customers to your house to pick up popcorn and peanuts, like promoting a Garage Sale.

Sample Script

“Hello, my name is _____ and I’m with Pack/Troop _____. I am trying to earn my way to _____ and support our camp programs. I have many DELICIOUS flavors of popcorn and peanuts and _____ is my favorite because _____! Can I count on your support to help fund my adventures?”

Show & Sell

This method is a lot like an “old school” lemonade stand. Your Unit gets permission to have a booth in a high visibility area and your Scouts sell actual popcorn and peanut product there on the spot. This method has been highly effective for many units. A unit can plan a Show & Sell day and split Scouts into shifts so that everyone takes a turn. Talk with local stores to setup a time to sell.

SELLING STRATEGIES

STEPS TO SUCCESS

Identify Locations

Look for high traffic locations with good visibility for potential customers to find you. Great spots might include stores, parking lots, movie theaters, shopping centers, ball fields, after church on Sunday, or your chartered organization!

Initiate Conversation with Location

Contact the desired location where you would like to have a Show & Sell sale and see if you can set up a location in a high traffic area in front of the store. If they won't allow a sale in front of the store, see if you can do a Drive Thru Sale in the back of the parking lot!

Marketing & Promotion

Scouts should be in uniform and have product on hand.

POP UP SHOPS: A Neighborhood Show & Sell

Be sure to let everyone in the neighborhood know you are selling popcorn and peanuts and let them know when & where.

Social Media:

Utilize social media apps like Next Door or Facebook to market the sale.

Door Hangers:

As Scouts go door to door selling, leave behind the door hangers at homes who aren't home. Be sure, to clearly mark that the customer can purchase popcorn and peanuts at your Pop-Up Shop with the date, time, and location of your Pop Up. Don't forget Yard Signs! Set out signs directing potential customers to your Pop-Up Shop, like promoting a Garage Sale.

Encourage Scouts to set up a local Show & Sell type stand in their driveway or another location in their neighborhood. This is similar to a lemonade stand, where interested customers can come and purchase if interested!

DRIVE THRU SALES:

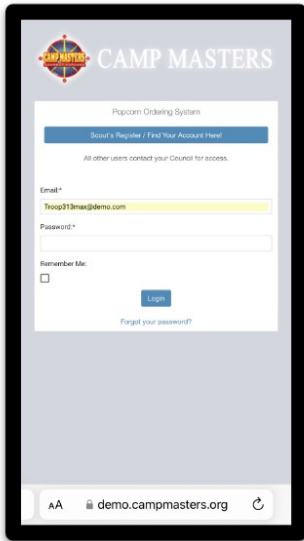
The drive thru sale plan can be done anywhere. By asking retail locations, your chartered organization, or other venues to provide space in the parking lot where customers can drive up, place and receive an order, then drive away, provides convenience and a low-pressure option to customers.



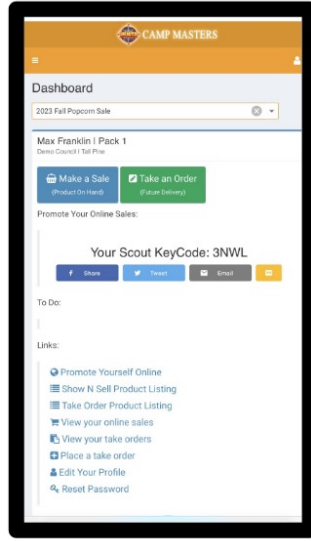
Taking Orders by Cash and Credit Cards

SCOUTS, PARENTS & LEADERS

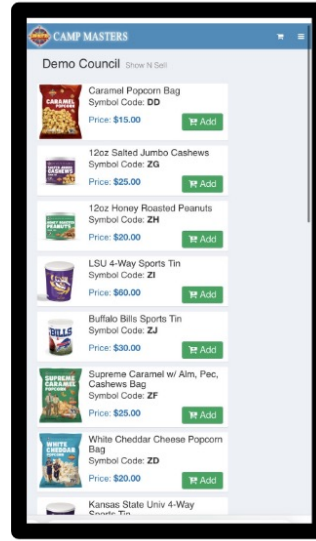
Follow these instructions to easily take orders and payment on your smartphone.



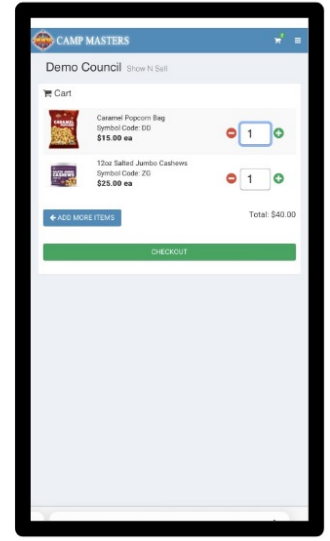
Login to CAMP MASTERS Dashboard



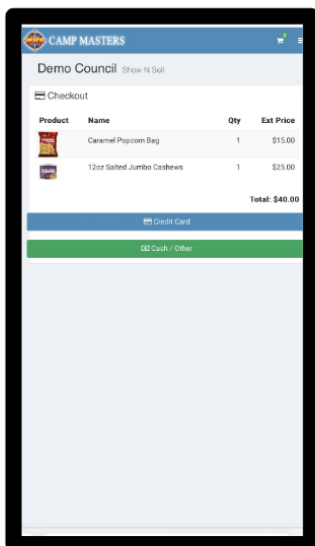
Click "Place a Take Order" from the dashboard



This will take you to the products page. Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart



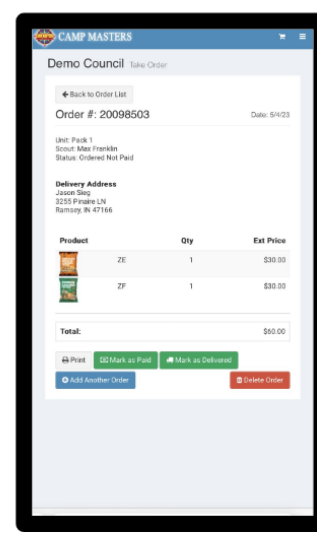
Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart



A confirmation window will appear. You can either take cash or Credit card for payment



To take payment, you can:
 1. Have the customer scan QR code for them to enter payment.
 2. Text them so they can enter payment.
 3. Enter Information manually.

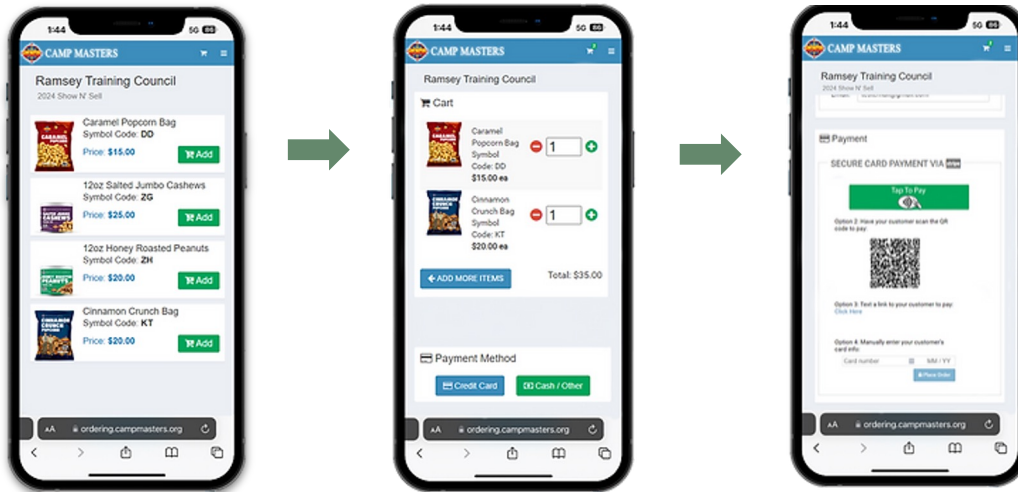


Mark as paid and delivered if applicable.

TAKE ORDERS by Tap to Pay

SCOUTS, PARENTS & LEADERS

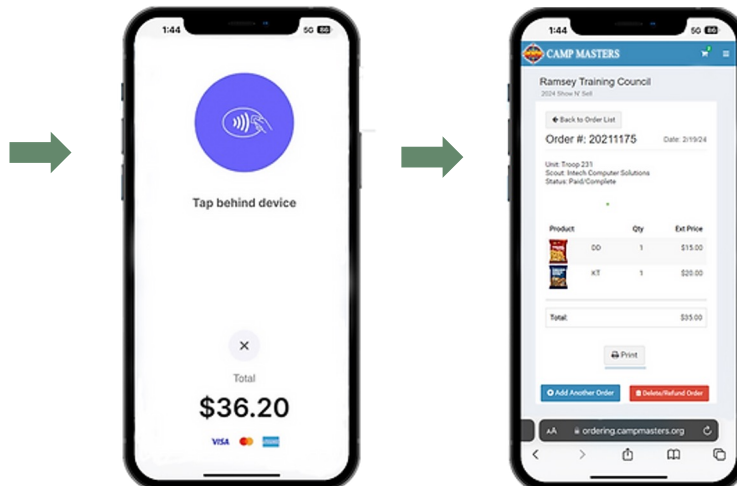
Follow these instructions to easily take orders with Tap to Pay on your smartphone.



Choose the items from the catalog that the customer would like to purchase and select "Add" to add it to the cart.

You can change the quantity of each item using the minus and plus buttons.

Select Tap to Pay from the checkout payment options.



Tap the payment card to the back of your device.

Upon successful payment, you will see the order confirmation screen.



PAYMENTS & WRAPPING UP

Billing

The unit treasurer or another member of your Product Sale Team can also have access to the Camp Masters Popcorn system (for popcorn) so you and another Unit Leader can review and print product orders and invoices.

This year we have implemented two due dates for the product sale. Vendors are requiring payment earlier than before, so we need the funds to be able to support earlier payments. **Unit Show & Sell payments will be due for Popcorn and Peanuts on October 18, 2024. Final Product Payments will be due November 16, 2024. It is imperative that Unit Payments are made on time because Council is responsible for paying vendors on time. Council incurs fees when we cannot pay on time and therefore fees will be passed on to the Unit.**

Please return one copy of your statement along with your unit's payment to the Council by the settlement date shown for each order above.

IMPORTANT NOTE: Personal checks from your customers cannot be accepted by Council for payment of the Unit Product invoice. All personal checks should be deposited into the unit bank account and then payment for the unit popcorn/peanut invoice should be a unit check, cashier's check, or money order. There is a 3% credit card processing fee if you choose to pay by credit card. If the unit does not yet have a bank account, then money and checks should be deposited into the chartered organization's bank account and have the chartered organization issue a cashier's check or money order to pay the unit popcorn/peanut invoice.

For questions regarding popcorn or peanut invoices, please contact Delane Markley at Delane.Markley@scouting.org or 804-204-2615.

Prize Ordering

Your Scouts' prize orders are IMPORTANT! Don't let your Scouts lose out by forgetting to place your orders on time! We are working with Keller Marketing for our prize program. Descriptions of prizes are available at www.kellerprizeprogram.com. If you have prize-related questions, contact Keller Marketing at 888-351-8000. See your prize order form for GUIDELINES to select prizes.

Order prizes must be placed online by the deadline in the Product Sale Schedule. Council pays the bill for all prize orders, but orders placed after the deadline will be billed directly to the Unit.

POPCORN GAMES

Have fun playing these games at your Unit Product Sale Kick-off!

POPCORN RACE:

Form two teams. To set-up the game, put two buckets on one side of the play area and have both teams line up on the other side. All the players should attach a cup to their foot. To do this, poke a hole in the bottom of the cup and push a rubber band through the hole. This will keep the rubber band from slipping out. Players should put the rubber band around their foot and fill the cup with popcorn. To play, players race to the bucket and dump the popcorn from the cup attached to their foot into the bucket without using their hands. Then, they race back to their team and tag the next person in line. The team with the most popcorn in their bucket in one-five minutes (you will decide based on the number of players), wins!

POPCORN STRAW BLOW:

Place a piece of popcorn at the end of a table for each player. Using a drinking straw, blow the popcorn to the other end of the table. The first popcorn to arrive at the finish line wins.

CHOPSTICK POPCORN:

Give each Scout a pair of chopsticks, one bowl of popcorn and an empty cup. Boys have one minute to fill the cup with as many kernels of popped popcorn as they can using only the chopsticks.

POPCORN CUP DROP:

Drop pieces of popcorn into a cup on the ground. Try to get as many pieces as possible into the target.

POPCORN DISTANCE THROW:

Throw a piece of popcorn as far as you can. Farthest throw wins.

POPCORN RELAY:

Divide into two teams and give each team a non-breakable bowl or plate of popcorn. Have each player take turns walking with the cup of popcorn on their heads, across the room, around a chair and back to their team. Play for a specified amount of time such as 2 minutes or more. The team that has the most popcorn in their cup wins!

POPCORN CHEER:

Pop, pop, popcorn... popping in the pot! Pop, pop, popcorn... eat it while it's hot!
Pop, pop, popcorn... butter on the top! When I eat popcorn, I can't stop!



“I’M A NUT” SONG

I’m a peanut small and round

Lying on the cold, cold ground

Everyone walks over me

That is why I’m cracked you see

I’m a nut! (*Click, click with tongue*) I’m a nut! I’m a nut! I’m a nut!

Called myself on the telephone

Just to hear my golden tone

Asked me out for a little date

Picked me up at about half past eight

I’m a nut! (*Click, click with tongue*) I’m a nut! I’m a nut! I’m a nut!

Took myself to the movie show

Stayed too late and said: “Let’s go!”

Took my hand and led me out

Drove me home and gave a shout!

I’m a nut! (*Click, click with tongue*) I’m a nut! I’m a nut! I’m a nut!



CAMP MASTERS HIGH ACHIEVER PRIZE FORM

PRIZE FORM DUE TO UNIT LEADER AT END OF SALE

To order, the following information MUST be printed **LEGIBLY** or typed. Altered forms will not be accepted.
Parents & Scouts Please fill out this Section for 2024 SALES

Scout's

Name _____ DATE _____

Street

Address _____

(No P.O. Boxes/please validate address prior to submitting this form)

City / State / Zip _____

Email Address required: _____

TOTAL SALES \$ _____ Age _____ Please
submit Order Forms to your Unit Leader to verify sales.

SELECT ONLY ONE PRIZE BELOW!

UNIT LEADER ORDER FROM COUNCIL

YOUR UNIT LEADER WILL SUBMIT COMPLETED PRIZE FORM FOR \$3000 AND UP CLUB HIGH ACHIEVER PRIZES TO COUNCIL AT THE END OF THE SALE-BY ORDER SETTLEMENT DATE. PRIZE WILL BE SENT DIRECTLY TO SCOUT.

Please submit Scout Order Forms to Council to verify sales.

I SOLD \$3000 or more of Popcorn this Year! – (check 1 box only)

Visa or EGift Card- 4% of total sales

Example: \$3000 = \$120 debit card (debit card rounded to nearest \$10) **OR**

Outdoor Camping Package - 2-Person Waterproof Tent, 2L Hydration Pack, 6-in-1 Camp Tool (includes Meat Fork, Spatula, Baster Brush, Knife, Bottle Opener, Corkscrew & Case), 5pc Stainless Steel Mess Kit w/Bag, & an Aluminum Safety Flashlight.

Unit Leader or Kernel please fill out this section for \$3000 and Up Club High Achiever Prizes

District _____ Unit type and Number _____

Unit Leader or Kernel signature _____

Council Office please fill out this section for \$3000 and Up Club High Achiever Prizes

Council Name _____ City /State _____

Council Office Authorization Signature _____

Program Rules & Regulations

1. Scouts who sell \$3000 and up receive Visa Reward Card or Camping Package. MUST select **1** from list above.
2. Select ONE Prize only.
3. ABSOLUTELY NO COMBINING OF MULTIPLE SCOUTS ORDERS WILL BE ALLOWED. Verification of Sales through individual Take Order Forms is required.
4. Scout must attach Order Form when submitting this form to the Unit Leader.
5. Upon receipt of the signed form from the Council, the \$3000 prizes will be ordered and shipped directly to the Scout. **Incomplete or illegible forms will delay processing.**
6. Questions? Please contact your Council office or Ramsey Popcorn Co. (812) 347-2441, ext. 114 or 202.
7. **CAMP MASTERS WILL NOT ACCEPT FORMS AFTER 12/31/24.**