

# Parent Instructions

## 2010 Popcorn Sale - Pack 250

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Welcome to the 2010 Popcorn Selling Season!! Thank you for helping to make Cub Scout Pack 250 such a success! Please remember that selling popcorn has been the only fundraiser that Pack 250 participates in. With the commission from meeting our sales goals, our Pack has been able to fund all the Scouting activities for your son(s) throughout the entire year without an additional fee to each Scout. We need everyone committed to selling! Our goal is to sell popcorn so that 70% of the sales go back to our local organization.

### In this packet, you will find the following:

- Parent Instructions (blue)
- Trail's End Order Forms (color)
- Show & Deliver* Sales Forms (white)
- Sell Online Card (5x7 card)
- Fill-it-Up Form (yellow)
- Overview of Incentives (white fold-out sheet)
- Military Receipt (make copies as needed)
- Popcorn Sales Summary Sheet (green)
- Attention Parents (hot pink)
- Popcorn University Diploma

### Instructions & Information:

- It is very important to **record sales** on the appropriate form. If you need additional forms, please contact your Den Kernel.
  - The most traditional way to sell is with **Take-Orders**. You sell door-to-door with your **Trail's-End Order Form**. Your customer chooses the products they wish to buy and writes the order on your form. You collect the money and return in November with their products. You have a personal connection with your customers and you get higher dollars per customer than with storefront sales.
  - Show & Deliver** is similar except you carry Trail's End products with you to show to your customers as you visit them. The customer is able to select the products they wish to buy from your inventory and writes the order on your **Show & Deliver Sales Form**. You hand over the product and collect the money. There is no return trip required for product delivery.
  - There are going to be times when you need to **combine both types of sales** for one customer and must include their name and appropriate total on both order forms. If your customer takes *Show & Deliver*, put it on the *Show & Deliver* Sales Form. If they are ordering for future delivery, put it on the Trails End Order Form. For Fill-it-Up purposes, they are considered one customer/one order.
- Payments may be made by cash or check**. Any cash collected will need to be converted into a check by the end of the sale. All checks should be written out to **BSA Pack 250** and all checks must have the **Scout Name/Den in the Memo** section. In addition, fund collection for checks written in your name will be your responsibility.
- Hit your goal faster by **selling online** to your friends and family who live out of town. You send e-mails to your customers asking them to purchase products. They place their order with a credit card (average \$50 sale) and Trail's End ships the products directly to them. Once your e-mails have been sent, you can sit back and watch your sales soar! Simply go to [scouts.trails-end.com](http://scouts.trails-end.com) to create an account. Refer to your **Sell Online Card** for more details.
- The **Fill-it-Up** incentive is again offered by the Council. The first 50 Scouts whose **Fill-it-Up Forms** are received by the Council will earn **2 tickets to a Charlotte Bobcats game**. You must

submit the forms directly to me ASAP in order to be eligible. You must have 60 individual customers (not items) and a total of \$1,200 or more to be eligible. All *Take-Order, Show & Deliver*, and Online sales count!! Please refer to **Overview of Incentives** for more details on Fill-it-Up and all prizes offered!

- ❑ New this year are **Military Donation Receipts**. Any customer who makes a Military Donation will need a receipt for their tax records. Everyone received one in this packet, but feel free to make copies as needed. If you are participating in Storefront sales, please make sure you have several handy.
- ❑ The **Popcorn Sales Summary Sheet** (green) is to be completed by you at the end of the sale and turned into your Den Kernel on **Sunday, October 24<sup>th</sup>**. The Den Kernels will be totaling the Den Sales and turning everything in to the Pack on Monday to announce at the Results Pack Meeting on Tuesday. Please do your part to meet the 10/24 deadline!

### Important Dates:

<i>Friday, September 10<sup>th</sup></i>	Popcorn Kickoff Meeting <i>Show &amp; Deliver</i> pick-up	7:00 PM Grace Church
<i>Saturday, September 11</i>	Sale Begins	
<i>Thursday, October 21</i>	Return unsold <i>Show &amp; Deliver</i> popcorn to the Pack	Location TBA
<i>Sunday, October 24</i>	Sale Ends	
<i>Sunday, October 24</i>	Scout turns in all forms and money to Den Kernel	By 6:00 PM
<i>Monday, October 25</i>	Den Kernel turns in all forms and money to Pack	6:00 – 8:00 PM Grace Church
<i>Tuesday, October 26</i>	Sale Results Pack Meeting **Secret House Winners bring Certificate for Prize Selection	7:00 PM Grace Church
<i>Tuesday, November 9</i>	November Pack Meeting <i>Take Order</i> pick-up	7:00 PM Grace Church
<i>Tuesday, December 14</i>	Popcorn Prize Pack Meeting	7:00 PM Grace Church

Thank you again for making Pack 250 and Your Scout a success! Please do not hesitate to contact me with any questions.

### ***Cheryl Scales***

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