



FALL POPCORN SALE



COUNCIL INFORMATION PAGE

GETTING MORE POPCORN

The council will have limited extra popcorn at the council office, 1150 Chess Drive in Foster City. We keep a small, various selection of popcorn on-hand. We will send out periodic email updates and postings to the Pacific Skyline Council Popcorn Exchange with the product we have on hand. You can also email Tom Kenney at tom.kenney@scouting.org to find out what we have on hand.

PacSky Popcorn Exchange

You can connect with other units on Facebook, via our Popcorn Exchange Page. The page is located at <http://bit.ly/pacskypopcornexchange> - or search Facebook for Pacific Skyline Popcorn Exchange. This page is designed to let unit kernels announce if they have extra popcorn or if they need extra popcorn. The actual trade of popcorn can be done via Trail's End Unit Leader Portal. The unit kernel will have access to this feature. There is no need to submit any paperwork to the council.

RETURN POLICY

Due to Covid 19, the Council will not able to take returns this year.

We recommend that each unit strategically evaluate last year's total sale before placing an order. Taking into account that much of your sale can be done with the Direct to Consumer Model (online sales). We suggest making a show and sell order that will get you to your unit goal utilizing the Direct to Consumer Model, as well as the ability of your families to go out and sell face to face.

Best practices

Business card & Door Hangars- This enables Scouts to go door to door without having to be face to face with customers. These items are preformatted and can found on Pacific Skyline Council Popcorn page. They are ready to print in home or using an online printing service. We suggest adding a QR code that takes the customer to the individual Scout's Online Direct Sales page on Trail's End.

Popcorn Training: Units must attend a training from Trail's End and Council.

Trail's End: There is a gift card incentive for the first 5,000 units that attend a Trail's End Webinar.

Sign up here: <https://www.trails-end.com/webinars>

Council:

🌟 July 14 7pm <https://bit.ly/poptrain714>

🌟 July 22 7pm <https://bit.ly/poptrain722>

COMMISSIONS

Face to Face (F2F) Sales		Online Direct Sales (ODS)	
Base	30%	Base	35%
Pay in full by Nov 21 11am	1%	Total ODS commission	35%
35% of total sales are credit/debit	3%		
Total possible F2F commission	34%		

Product Mix



Cheese Lover's Collection

Over \$22 to local Scouts*
Contains: Milk

- White Cheddar Popcorn
 - Blazin' Hot Popcorn
- Comes in a gift box.



Salted Caramel Popcorn

Over \$17 to local Scouts*
Contains: Milk and Soy



Blazin' Hot Popcorn

Over \$14 to local Scouts*
Contains: Milk



White Cheddar Popcorn

Over \$14 to local Scouts*
Contains: Milk



Unbelievable Butter Popcorn

Over \$10 to local Scouts*



Popping Corn Jar

Over \$10 to local Scouts*



Caramel Corn

Over \$7 to local Scouts*
Contains: Soy

SUPPORT SCOUTS WITH A DONATION TO OUR AMERICAN HEROES!

Send a gift of popcorn to our first responders, military men and women, their families, and veteran organizations.



Donation Levels

\$50

\$30

EVEN MORE PRODUCTS AVAILABLE WITH ONLINE DIRECT!

SECURE PAYMENT PROCESSING THROUGH SQUARE

TRAIL'S END PAYS ALL CREDIT CARD FEES

Square



Making 10 sales, averaging \$40 of product will pay for Cub Scout Council Dues.
Making 19 sales, averaging \$40 of product will pay for Older Scout Council Dues.

TIMELINE	
Date	Event
July 1	Online Sales Begin, Extra Incentive thru 8/15
July 1	Units Secure their own storefront sales
July 14 7pm	Council Web Training
July 22 7pm	Council Web Training
Aug 4 11:59pm	Show and Sell Popcorn Orders Due
Aug 21-22	Show and Sell Popcorn Pick Up
Sept. 8 11:59pm	Mid Sale Orders Due
Sept 25-26	Mid Sale Order Pick Up
Nov. 3 11:59pm	Take Order Popcorn Order Due
Nov 20-21	Take Order Popcorn Pick Up
Nov. 21 10am	Final Payment Due



PacSky Popcorn Page

Important links:

- PacSky Popcorn Page: <https://pacsky.org/support/popcorn-sale/>
- Trail's End Leader Training Page: <https://www.trails-end.com/webinars>
- Trail's End Leader Resources Page: <https://www.trails-end.com/leader>
- Trail's End Popcorn Community on Facebook: <https://www.facebook.com/groups/TEPopcornCommunity/>