



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. 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 and help communicate a transfer within the Trail's End leader portal.

RETURN POLICY

New this year Council will take back up to 10% of your total product. No chocolate or popping corn returns.

We recommend that each unit strategically evaluate their past sales history and plan on using the unit budget as a guide before placing an order.

Best practices

- ✿ Scouts work best when working towards a goal! Be sure every Scout has a goal to at least reach the first prize level
- ✿ Make it fun- set up mini challenges for your Scouts each week. Example Week 1 Set up Scout page and invite family members to visit page and support their sale.
- ✿ Business card & Door Hangars- Works great for Scouts that wish to maintain a contactless sale, found on the PacSky Popcorn Page: <https://pacsky.org/support/popcorn-sale/>
- ✿ Utilize the QR code found in the Scout Trail's End mobile app.

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

Trail's End:

- ✿ Sign up here: <https://www.trails-end.com/webinars>
 - Attend before or after Council training beginning June 6. New training webinars added weekly.

Council: Pre-register here:

- ✿ July 15 7pm <http://bit.ly/july15train>
- ✿ Aug 11 7pm <http://bit.ly/aug11train>

COMMISSIONS			
Face to Face (F2F) Sales		Online Direct Sales (ODS)	
Base	30%	Base	35%
Storefront Bonus - Submit a picture of your Scouts selling popcorn at storefront by Sept. 30.	2%	Total ODS commission	35%
Attend TE & PacSky Training & pay by Nov.12	1%		
50% Sales on app	1%		
Increase sale over 2019	1%		
Total possible	35%		

Product Mix



Making 10 sales, averaging \$40 of product will pay for Cub Scout Council Dues.
Making 20 sales, averaging \$40 of product will pay for Older Scout Council Dues.

TIMELINE	
Date	Event
NOW	Online sales begin
June 6- Sept	Trail's End Webinars https://www.trails-end.com/webinars
July 15 7pm	Council web training- http://bit.ly/july15train
August 11 7pm	Council web training- http://bit.ly/aug11train
July 27 11:59pm	Early product orders due
Aug 12-14	Early products pick up
Aug 24 11:59pm	Regular product orders due
Sept 9-11	Regular products pick up
Oct 25 11:59pm	Take order product order due
Oct 25	Returns Due (10% limit)
Nov 12-13	Take order popcorn pick up
Nov. 12 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/>