



# FALL POPCORN SALE



## COUNCIL INFORMATION PAGE

### **GETTING MORE POPCORN**

The council will have extra popcorn at the council office, 1150 Chess Drive in Foster City. Instead of placing multiple orders during the sale, you will need to only place one larger order at the beginning of the sale and one order at the end of the sale. This year, we will keep a supply of various selection of popcorn on-hand. You can email Tom Kenney at [tom.kenney@scouting.org](mailto:tom.kenney@scouting.org) to find out what we have on hand and to schedule a time to pick-up popcorn.

### **PacSky Popcorn Exchange-** <http://bit.ly/pacskypopcornexchange>

A central place on Facebook for you to get popcorn information from Council and connect with other units to exchange ideas as well as a place to initiate product exchanges between units.

### **RETURN POLICY**

**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.
- ✿ Have EVERY Scout Text MYPLAN to 62771 to create a plan to sell 1K in 8 hours!
- ✿ 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 Cards & Door Hangers- Works great for Scouts that wish to maintain a contactless sale, found on the PacSky Popcorn Page: <https://pacsky.org/support/popcorn-sale/>

**Popcorn Training:** Units must attend a training from Trail's End and Council this counts for Commission points!

### **Trail's End:**

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

### **Council: Pre-register here:**

- ✿ June 29 7pm <https://bit.ly/june29poptrain>
- ✿ Aug 2 7pm <https://bit.ly/august2poptrain>

### **Important links:**

- ✿ PacSky Popcorn Page: <https://pacsky.org/support/popcorn-sale/>
- ✿ 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/>

**Commission Structure- 37% Possible (most offered)**

Show & Sell (in person sales)		Online	
25%	Base	35%	Total
3%	Commit by Last PacSky Training date (Aug 2)		
1%	Attend PacSky Training & pay by Nov 5		
2%	2 pictures of your unit at 2 different Storefronts by Sept 30		
3%	\$330 Avg per scout sold		
3%	100% of registered Scouts sell at least 5 items		



**\$42**  
Sweet, Salty and Cheesy Gift Box  
· Kettle Corn  
· White Cheddar



**\$28**  
Chocolatey Pretzels



**\$25**  
Salted Caramel



**\$23**  
Unbelievable Butter



**\$23**  
White Cheddar



**\$23**  
Kettle Corn



**\$23**  
Blazin' Hot



**\$15**  
Popping Corn



**\$15**  
Caramel Corn

**Making 10 sales, averaging \$45 of product will pay for yearly Scout Registration**

**Sales Timeline**

NOW	Online Sales
June-Sept	Trail's End webinars
June 29 - 7pm	PacSky Training #1
Aug 2 - 7pm	PacSky Training #2
August 9 - 11:59pm	First Order Due
August 25-27	First Order Distribution*
Replenishment as needed	
October 17 by appt.	Returns no more than 10%
October 18 11:59pm	Last Order Due
November 4-5	Final Distribution
November 5 10am	Final Payment Due



PacSky Popcorn Page