# PACIFIC HARBORS COUNCIL



# 2025 POPCORN GUIDEBOOK







# **2024 Top 10 Selling Scouts**

1) Jonathan P	Pack 9205	\$14,044.00
2) Isabella R	Pack 9205	\$10,063.00
3) Harrison L	Pack 9205	\$9,701.00
4) Kaide K	Pack 5575	\$9,205.00
5) Ethan R.	Pack 9205	\$7,855.00
6) Caleb B.	Troop 148	\$6,767.00
7) Evelyn W.	Pack 462	\$6,067.00
8) Archer D.	Pack 9205	\$6,034.00
9) Jilliam J.	Troop 62	\$5,649.00
10) Jordan W.	Pack 500	\$5,557.00

# 2024 Top 10 Selling Units

1)Pack 9205	Olympic District	\$95,700.00
2)Pack 5575	Rainier District	\$44,162.00
3)Pack 462	Rainier District	\$43.432.00
4)Pack 9207	Olympic District	\$39,114.00
5)Pack 692	Rainier District	\$38,319.00
6)Pack 148	Rainier District	\$34,034.00
7)Pack 202	Rainier District	\$28,474.00
8)Troop 62	Rainier District	\$24,968.00
9)Pack 526	Rainier District	\$23,160.00
10) Troop 516	Rainier District	\$21,444.00

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# **2025 POPCORN KEY DATES**

Saturday June 28th	Popcorn Rally Pacific Harbors Council 10am-3pm
Tuesday July 8th	Training at Camp Thunderbird @ 7pm
Wednesday July 9th	Training at the Tacoma Office @7pm
Monday July 28th	Show & Sell Orders are Due-through the Leader Portal
Wednesday Aug 6th	Popcorn arrives at the Popcorn Locations
Friday Aug 8 <sup>th</sup>	Show & Sell Orders Pick Up by appointment only
Friday Oct 17 <sup>th</sup>	Popcorn Return at the Tacoma Council Office by appointment only
Monday Oct 20th	Take Order is due through the Leader Portal
Friday Oct 24 <sup>th</sup>	Unit Payments are due to the Council by appointment only Scout Prizes can now be submitted through the Leader Portal
Wednesday Nov 5 <sup>th</sup>	Popcorn arrives at the Council Office
Friday Nov 7 <sup>th</sup>	Take Order pick up by appointment only

# **2025 Popcorn Sales Commission**

Online Sales are separate from regular sales commission and will be a straight 35%

Show & Sell and Take Order base commission will be 32%
Place your order by June 30th = 1%
Attend July Unit Kernel Training = 1%
Increase your sale by 5% from your 2024 totals = 1%
Total possible commission will be 35%

4

# **2025 Trails End Product Mix**



# BUTTER POPCORN

#### New

- Delicious and made with real butter
- 18 cups | 6oz



# WHITE CHEDDAR POPCORN

#### #1 Seller Stays at \$20

- Savory and made with real cheese
- 16.5 cups | 6oz





# SWEET & SALTY KETTLE CORN

Increased from \$15 to \$20 & 3.5oz to 4.5oz

- Light, crispy texture
- Only 4 ingredients
- 7.5 cups | 4.5oz



#### MICROWAVE BUTTER POPCORN

- Just the right snack for movie night
- 12 microwave bags





# SALTED CARAMEL CORN

Reduced from \$25 to \$20 & 14oz to 11oz

- Rich caramel with just the right amount of salt
- 5 cups | 11oz





#### POPPING CORN

#### Increased from \$17 to \$20

- All natural, popping kernels
- 28oz

# 2025 Heroes & Helpers Donations Boxes

Each Unit that places a Show N Sell order and books storefronts and did not receive boxes in 2024 will receive (2) of these Heroes & Helpers Donations Boxes courtesy of Pacific Harbors Council. These do not need to be returned, keep them to use year after year.



# PRODUCT ALLERGENS CHART

			ALLERGENS	SNS				OTHER	栗
PRODUCT	SOY	WHEAT/GLUTEN	MILK/DAIRY	PEANUTS	TREE NUTS	EGGS	SESAME	VEGAN	KOSHER
Sweet & Salty Kettle Corn	×	×	×	×	×	×	×		YES
Popping Corn	×	×	×	×	×	×	×	YES	YES
White Cheddar Popcorn	×	×	C	×	×	×	×		YES
Salted Caramel Corn	×	×	C	×	×	×	×		YES
S'mores Popcorn	×	×	×	×	×	×	×		YES
Unb. Butter Microwave Popcorn	×	*	C	×	×	×	×		YES
Chocolatey Pretzels	C	С	С	×	×	×	×		YES
Sea Salt Popcorn	×	*	×	×	×	×	×		YES
Beef Jerky*							Na Carlo		
Dark Choc. Salted Caramels*	C	×	င	×	×	ဂ			YES
Honey Roasted Peanuts*				ဂ	×				
Salted Virginia Peanuts				ဂ	×				
Peppermint Bark*	C	×	C	×	×	×			
Frosted Snowflake Pretzels*	င	C	C	×	×	×			

- C Product contains allergen.
  X Product does NOT contain allergen, but is produced in a facility that handles the allergen.
  \* Available For Purchase Online Only

# **2025 LEADER GUIDE**

# PREP

#### **Register Your Unit**

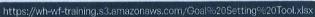
- Get started by registering
- New Leaders receive Leader Portal username after registration



https://login.trails-end.com/unit-registration

#### **Set Unit & Scout Goals**

- Start by planning your program ask Scouts what they want to do
- Use the goal setting tool to create a budget
- Set your fundraising goal to achieve your program plan



#### **Visit Leader Portal**

One place to manage everything!

- Reserve & manage Storefronts
- Access training page
  - · Leader & Scout videos, Kickoff Presentation, Scout & Parent Guide, Rewards flyer
- Order popcorn & track inventory
- View Scout sales in real-time
- Submit rewards
- Claim Unit payout



#### Reserve Storefronts™

- Maximize sales by selecting "One Scout per shift"
- Entering a Unit goal is required to reserve (for participating Councils)
- Trail's End booked hours have \$300+ sales potential based on foot traffic & trained Scouts
- Reservations at Trail's End Storefronts from Fri-Sun that have no Scouts signed up for shifts will be auto-released each week



8 PM ET	2024 SALES	RESERVATIONS
July 22	\$10k+	4
July 23	All Units	2
July 24	All Units	Unlimited

#### Rewards

- New eGift Cards\*: Amazon, Target, Walmart, Prepaid Mastercard®, and more!
- Earn more with one Scout & Parent shifts
- Scouts receive more points with Heroes and Helpers, app credit

#### **Scout Participation**

- · Explain "what's in it for Scouts / families" to participate
- Share goals & budget with parents
- All Scouts need a Trail's End account
- Give Trail's End Unit Code to new Scouts to register
- Returning Scouts use their 2024 username

\*Additional Terms & Conditions apply. All promotions are subject to the Trail's End Terms & Conditions; view complete details at portal, trails-end.com/legal/terms. Identifying marks attached are trademarks of and owned by each represented company and/or its affiliates. Please visit each company's website for additional terms and conditions. By claiming certain gift cards, you represent and warrant to us that you are at least 18 years of age (or older if you reside in a state where the majority age is older)

# SELL

#### **Best Practices**

- You're not selling popcorn... you're selling Scouting!
- For Scouts...
- Get a head-start with online sales in June/July
- Record sales in Trail's End App
- Enter donations received as Heroes and Helpers
- Never ask customers to buy popcorn... it's to support you
- · Ensure all shifts are filled or release for other Units
- Check Reserve Storefronts page on Thursdays at 8pm ET for auto-released hours

#### Heroes and Helpers™

- Trail's End ships products to military personnel and their families, first responders & local food banks
- Automatically added to Unit orders each night
- Scouts earn 1.75 points (credit & online) and 1.5 points (cash) per \$1 Heroes and Helpers sold

#### Trail's End App - Credit Sales

- Faster, safer, higher sales, & Trail's End pays all fees!
   NEW Tap-to-Pay: accept payments via contactless cards and smartphones - no hardware required
- Square Bluetooth & magstripe readers are compatible
- Scouts can type cards manually
- Scouts can share orders with customers to checkout on their

#### Cash to Credit™

- Scouts receive an additional 0.25 point for every cash dollar converted to credit
- Points for Storefront cash converted are split among Scouts
- working the store that day
- Parents keep the cash and use their card to convert
- Leaders use their card to convert cash returned from Storefronts

# WRAP UP

- Collect undelivered orders & cash from parents
- Place final popcorn order
- Submit Scout Rewards
- Request Unit payout or pay Council invoice
- Celebrate & enjoy your Scouting year!

Thank you for choosing Trail's End!







# 2025 SCOUT & PARENT GUIDE

# PREP

#### **Trail's End App**

New Scouts: download & register

- · Use your zip code or Trail's End Unit Code
- Families can use the same email for multiple accounts, but each Scout needs their own account

Returning Scouts: download or update, and use your 2024

Families: login to all Scout accounts and easily switch accounts by tapping the arrows at the top of the app dashboard

#### **Explore the App**

- · Set your goal on the dashboard
- Customize your online fundraising page
- Sign-up for storefront shifts
- View site instructions for store / setup details
- Watch storefront videos on Training page

#### **Practice Your Sales Pitch**

\_ (first name only!) and I'm earning my way (goal for your funds)! Can I count on your support?

(pick one!). If you don't have My favorite flavor is\_ cash, don't worry, we prefer credit card!"

Remember! NEVER, NEVER, NEVER ask customers to buy popcorn. If you cannot remember your sales pitch, say, "Will you help me go to Camp?" Even if the customer says no, always say, "Thank you" and "Have a good day."

#### **Sales Tips**

- Follow the Guide to Safe Scouting at all times
- Make a list of family & friends to ask
- Sell individually at storefronts with your parent
- Wear your field uniform
- Join the Trail's End Scout Parents Community on Facebook for best practices & support

#### **Storefronts™**

- Thank store managers & employees for supporting Scouting!
- Setup table near exit door, or where specified by store
- Enhance the shoppers' experience; do not pester or be over aggressive with customers
- Respect store equipment & merchandise
- Leave No Trace!

My Leader: Phone / Emai: For more information, visit our FAQs →



# SELL

#### **Best Practices**

- · Record all sales in app, including donations
- Heroes and Helpers™: your customers can send products to military troops, first responders & food banks, while still supporting you!
- Follow-up with online customers who have not supported
- Set goal in the app & track your progress

#### **Sales Methods**

- Storefronts: sign up and work shifts at high foot traffic locations (1 Scout per shift performs best)
- Online: share your page with family and friends via social, email, or text; products will be ship to them.
- Scout Sales: sell to family & friends in person

#### Rewards

Choose the prizes you want by recording sales in the Trail's End App and collecting points towards eGift Cards!



- New eGift Cards\*: Amazon, Target, Walmart, Prepaid Mastercard®, and more!
- Heroes and Helpers: 1.75 pts (credit & online), 1.5 pts (cash)
- Credit & Online: 1.25 pts
- Cash: 1pt
  - Each sale only accrues points in the applicable category above in which it will earn the most points
- Cash to Credit™: receive additional 0.25 points for every cash dollar converted to credit
  - Points for Storefront cash converted are split among Scouts working the store that day
- Scan QR code flyer to view storefront & online bonuses!

https://wh-wf-training.s3.amazonaws.com/2025%20Scout%20Rewards.pdf

#### Trail's End App - Credit Sales

Faster, safer, higher sales, & Trail's End pays all fees!

- NEW Tap-to-Pay: accept payments via contactless cards and smartphones - no hardware needed
- Square Bluetooth & magstripe readers are compatible
- Scouts can type cards manually or share orders with customers to checkout on their device

# WRAP UP

- · Promptly deliver undelivered orders
- Turn in cash to your leader
- Thank customers Claim Rewards
- Choose the prizes you want with your eGift Card

Enjoy your Scouting year!

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# **2025 SCOUT REWARDS**

# **NEW REWARD OPTIONS\* - PICK ONE OR MULTIPLE!**

AMAZON, TARGET, WALMART, PREPAID MASTERCARD®, DICK'S SPORTING GOODS, NINTENDO, REI, GAMESTOP, BASS PRO SHOPS, BEST BUY, CABELA'S, APPLE, LEGO, XBOX, AND PLAYSTATION



# EARN MORE WITH HEROES AND HELPERS™

	Points* (per \$1 sold)
Heroes and Helpers	<b>1.75</b> (credit & online) / <b>1.5</b> (cash)
App Credit & Online	1.25
App Cash	1
Each sale only accrues points in the which it will earn the most points	applicable category above in
Cash to Credit™ Earn an additional 0.25 point per \$1 c cash converted are split among Sco	

# EARN MORE WITH ONE SCOUT & PARENT STOREFRONT SHIFTS

#### 2025 Bonus Rewards\*

Jun 30 8pm ET - Nov 30 6:59pm ET

#### Sell \$500 or more per hour per Scout

• Earn 1 bonus point per dollar sold

#### Sell \$300-\$499 per hour per Scout

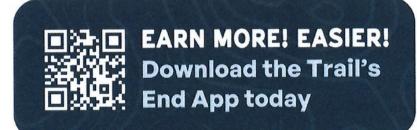
• Earn 0.5 bonus point per dollar sold

#### Sell \$500 or more online

Earn 250 bonus points

Choose the prizes you want by recording sales in the Trail's End App and collecting points towards eGift Cards and Prepaid Cards

Levels	Points	eGift Card
18	17,500+	10% of points
17	15,000	\$1,250
16	12,000	\$1,000
15	10,000	\$750
14	7,500	\$550
13	6,000	\$450
12	5,000	\$350
11	4,000	\$250
10	3,500	\$200
9	3,000	\$150
8	2,500	\$100
7	2,000	\$70
6	1,750	\$60
5	1,500	\$50
4	1,250	\$40
3	1,000	\$30
2	750	\$20
1	500	\$10



Trail's End Distributed Rewards earned in 2025 must be claimed by June 30, 2026.

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# **2025 Council Scout Incentives**

Top Selling Scout in each District—Name will be engraved on the plaque and displayed at the Tacoma Office.

#### **Top Sellers Club:**

\* 2500.00

**Custom Beanie** 

1 Spin on the Big Wheel

#### \* \$5000.00

**Custom Beanie** 

1 Spin on the Big Wheel

Minecraft Mystery Drawstring Bag

#### \* \$7500.00

**Custom Beanie** 

2 Spins on the Big Wheel

Minecraft Mystery Drawstring Bag

Minecraft Bee Light

#### \* \$10,000.00

**Custom Beanie** 

2 Spins on the Big Wheel

Minecraft Mystery Drawstring Bag

Minecraft Bee Light

Minecraft Fleece Pullover

#### \* \$20,000.00

**Custom Beanie** 

2 Spin on the Big Wheel

Minecraft Mystery Drawstring Bag

Minecraft Bee Light

Minecraft Fleece Pullover

Xbox One S Minecraft Bundle or Power Wheel

# **50 State Challenge**

Make an online sale in every state during the 2025 Popcorn Sale. All Scouts that turn in a filled map will earn an awesome prize.

**Monthly Drawing** for every storefront shift you sell during the month your name goes into a drawing for an awesome prize.

#### 2025 Council Unit & Growth Incentives

Top Selling Unit—Unit # engraved on the Plaque at the Tacoma Office.

Increase your Units Sale by \$2,500.00 over Last Years Sale and receive your choice of one of the following packages:

#### Pinewood Derby Package:

- (2) 10pk Participation Ribbons
- (10) Checked Flags
- (20) Racing Slap Bracelets
- (20) VIP Passes
- (20) Pinewood Derby Cars
- (2) of each Pinewood Derby Medals (Gold, Silver & Bronze)

#### Camping Package:

- (2) Canopies
- (4) Sleeping bags
- (4) Headlamps
- (4) Sleeping Pads

#### Gift Card Package:

\$200.00 National Scout Shop or Amazon Gift Card

Increase your Units Sale by \$5,000.00 over Last Years Sale and receive your choice of one of the following packages:

# Pinewood Derby Package:

- (4) 10pk Participation Ribbons
- (20) Checked Flags
- (40) Racing Slap Bracelets
- (40) VIP Passes
- (40) Pinewood Derby Cars
- (4) of each Pinewood Derby Medals (Gold, Silver & Bronze)

# **Camping Package:**

- (4) Canopies
- (8) Sleeping bags
- (8) Headlamps
- (4) Sleeping Pads
- (2) Cots

# Gift Card Package:

\$400.00 National Scout Shop or Amazon Gift Card

# 2025 Council Unit & Growth Incentives

Increase your Units Sale by \$7,500.00 over Last Years Sale and receive your choice of one of the following packages:

#### Pinewood Derby Package:

- (6) 10pk Participation Ribbons
- (30) Checked Flags
- (60) Racing Slap Bracelets
- (60) VIP Passes
- (60) Pinewood Derby Cars
- (46) of each Pinewood Derby Medals (Gold, Silver & Bronze)

## Camping Package:

- (4) Canopies
- (8) Sleeping bags
- (8) Headlamps
- (4) Sleeping Pads
- (4) Cots
- (4) Hamocks

#### Gift Card Package:

\$600.00 National Scout Shop or Amazon Gift Card

# **2025 Paperwork Instructions**

# **Top Sellers Club**

Register by 10/25/25 to attend

Every Scout who sells a minimum of \$2,500.00 will be eligible for the Top Sellers Club Party



# **Code of Conduct**

#### (For Store Front / Booth Sales)

# **Guideline for Scouts & Leaders Selling Popcorn**

- Ideally, each popcorn booth will have a minimum of 2 people present at all times, that includes one parent and one Scout.
- All Scouts participating at a popcorn booth, or walking a neighborhood to sell popcorn can wear their Field uniform. It is recommended that at least one adult volunteer of the two deep leadership also be in Field uniform or unit t-shirt.
- The Scout and/or adult volunteer will not participate in the act of panhandling (i.e., directly asking for the donation of money instead of selling popcorn).
- All storefront popcorn booths will be setup in the area designated by the store Manager.
- The Scouts will not ambush or crowd customers as they come in or out of the store. The Scouts will stay 8-10 feet away from the door or at a distance as designated by the Store Manager.
- If by chance two Scout units show up to the same storefront to sell popcorn, the adult volunteers will work out the issue without involving the Store Manager. No more than one unit per storefront.
- All Scouts and adult volunteers will use clean and kind language. There shall be no profanity, put-downs or verbal taunting, as this is unacceptable.
- All Scouts will have a friendly manner. Punching, "play fighting", throwing objects, choking, and any deliberate attempt to cause physical harm is unacceptable.
- The Scouts and Adult volunteers will always abide by store rules when selling at a storefront or on business property, in addition to the other bullet points on this document.
- ALL CASH DONATIONS/TIPS units receive during store front sales will be put towards their Heroes & Helpers donations collected. Each Unit will receive 2 plastic donation boxes to collect these donations.
- The Microwave popcorn, this is intended to be sold as 1 unit, they <u>cannot</u> be split and sold separately.

ALL DONATIONS COLLECTED STILL COUNT TOWARDS UNIT SALES, INDIVIDUAL SCOUT SALES, POINTS EARNED, AND UNIT COMMISSIONS.



Step

Step

2

# Cost per Scout: Total Cost: Scouts: \$85 2025-2026 Ideal Year of Scouting \$0 **Unit Commission \$:** Scout Sales Goals: Unit Sales Goal: \$0 \$0

# Successful Fundraising Starts with Why!

Your Scouts & parents must understand "what's in it for them" and costs. Use this sheet to plan your program, create a budget, and set goals. Remember... you're NOT selling popcorn... you're selling Scouting!

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S	tep		Activities			ACTIVI	Activity ideas
		Activity		ty Date	Cost per Scout	Backpacking Trip	National Jambo
		[Enter Activity Name]	[Enter	r Date]	[Enter Cost]	Bicycle Rodeo	NYLT
		[Enter Activity Name]	[Enter	r Date]	[Enter Cost]	Blue & Gold	Pinewood Der
		[Enter Activity Name]	✓ [Enter	r Date]	[Enter Cost]	Camporee	Pool Party
		[Enter Activity Name]	✓ [Ente	r Date]	[Enter Cost]	Canoe Trip	Raingutter Rega
Scout		[Enter Activity Name]	✓ [Ente	r Date]	[Enter Cost]	Caving Trip	Recruiting Eve
51		[Enter Activity Name]	✓ [Enter	r Date]	[Enter Cost]	Day Camp	Rocket Laund
Cost]		[Enter Activity Name]	✓ [Ente	r Date]	[Enter Cost]	Fall Family Overnight	Roller / Ice Ska
Cost]		[Enter Activity Name]	(Ente	r Date]	[Enter Cost]	Fishing Event	Scout Night @ Sport
	ယ	[Enter Activity Name]	[Ente	r Date]	[Enter Cost]	Halloween Party	Sledding / Ski
7 8		[Enter Activity Name]	[Ente	r Date]	[Enter Cost]	High Adventure	Spring Family Ove
Cost]		[Enter Activity Name]	[Ente	r Date]	[Enter Cost]	Hiking Trip	Summer Can
Cost]		[Enter Activity Name]	[Ente	r Date]	[Enter Cost]	Holiday Party	University of Sco
Cost]		[Enter Activity Name]	[Ente	r Date]	[Enter Cost]	Horse Riding	Webelos Troop
		[Enter Activity Name]	[Ente	r Date]	[Enter Cost]	Merit Badge University	Wood Badge
		[Enter Activity Name]	[Ente	r Date]	[Enter Cost]		
	5.7	[Enter Activity Name]	[Ente	r Date]	[Enter Cost]		
		[Enter Activity Name]	✓ [Ente	r Date]	[Enter Cost]		
		[Enter Activity Name]	[Ente	r Date]	[Enter Cost]		
	Cost per Scout \$85 [Enter Cost] [Enter Cost] [Enter Cost] [Enter Cost] [Enter Cost] [Enter Cost]	Step    Step   Step	ယ Step	Step Activity Uncheck to Exclude A [Enter Activity Name]	Center Activity   Unc	Step   Activities	Step   Activity   Activities

	Activ	Activity Ideas
st per Scout	Backpacking Trip	National Jamboree
Enter Cost]	Bicycle Rodeo	NYLT
Enter Cost]	Blue & Gold	Pinewood Derby
Enter Cost]	Camporee	Pool Party
Enter Cost]	Canoe Trip	Raingutter Regatta
Enter Cost]	Caving Trip	Recruiting Event
Enter Cost]	Day Camp	Rocket Launch
[Enter Cost]	Fall Family Overnight	Roller / Ice Skating
[Enter Cost]	Fishing Event	Scout Night @ Sporting Event
[Enter Cost]	Halloween Party	Sledding / Ski Trip
[Enter Cost]	High Adventure	Spring Family Overnight
[Enter Cost]	Hiking Trip	Summer Camp
[Enter Cost]	Holiday Party	University of Scouting
[Enter Cost]	Horse Riding	Webelos Troop Visit
[Enter Cost]	Merit Badge University	Wood Badge

# **Ordering & Payment Info**

#### **Order Deadlines**

June 1st thru July 29th, 2025: "Show & Sell" Popcorn orders are due. Again, orders are to be placed online in your leader portal. Order by the case for "Show & Sell" sale. All units will have their order reviewed prior to final approval. "Take Orders" are due by October 20th, 2025. Order exact amounts and don't forget your Heroes & Helpers donations.

#### **Payments:**

With the majority of money collected in the app, if you have a final balance after the sale is complete it is due on Friday October 24th, 2025. If anything is owed you will receive a call with the final amount. Payments should be made in the form of **one check or money order** from the Unit payable to Pacific Harbors Council.

#### Request Commission Payout and order Gift Cards:

Once you have completed your payment and it has been posted to your account you now can request your Commission Payout in your leader portal and submit your Amazon Gift cards to Trails End.

# **Return Policy**

You can return 10% of your ORIGNIAL Show N Sell order which was approved on July 29th in the AM. Products must be in original sealed boxes. You can call 360-587-1648 to get the amount you are able to return. Once you have your return ready, please call to set up a time and let us know what you will be returning so we can generate your return slip.

# Pick up Locations and Times

#### **Show N Sell Order**

#### Rainier District

Friday August 8th, 2025

9:00am to 5:00pm (Please call 360-587-1648 for an appointment.)

Nichols Trucking 424 E. 19th St., Tacoma WA 98421

Volunteers needed

#### Olympic District

Friday August 8th, 2025

District Kernel will contact you for an appointment Camp Thunderbird—11740 Summit Lake Rd NW, Olympia, WA. 98502

#### Returns

Rainier & Olympic District

Friday October 17th, 2025

9:00am to 4:30pm (Please call 360-587-1648 for an appointment.)

Pacific Harbors Council—4802 S. 19th St. Tacoma WA. 98405

Do not enter your return on the Unit Dashboard. The Council office will enter it once the return is received.

#### Take Order

# Rainier & Olympic

Friday November 7th, 2025

9:00am to 4:30pm (Please call 360-587-1648 for an appointment.)

Pacific Harbors Council—4802 S. 19th St. Tacoma WA. 98405

# **Additional Popcorn**

The Council Office will have additional popcorn on hand to distribute to Units through out the sale. If you are running low do NOT place an order with Trails End; please call Tracy at 360-587-1648 to get an additional order.

#### **Team Leader**

Job title: Unit Popcorn Kernel

Position Concept: To give leadership to the unit popcorn sale.

Principle responsibilities:

- 1. Follow 2025 Popcorn dates and schedule for Unit Leaders.
- 2. Attend the Popcorn Kick off (Team Training/Orientation ) on July 8th @ Camp Thunderbird or July 9th at the Tacoma Office. 7pm
- 3. Work with your unit committee to develop a unit sales goal. Decide what sales methods your unit will participate in. (Show & Sell, Take Order, Online.)
- 4. Manage the collection of Scout popcorn and prize orders for the unit. Be on time per "Key Dates" calendar including Top Sellers Club Members.
- 5. Prepare handouts for Unit Kick-off meeting for leaders, Scouts, and parents. Handouts could include:
  - \* Timeline showing sales dates, date orders are due, time and place for pick-up.
  - \* Unit goal and per-scout sales goals.
  - \* Unit Master Record form to den leaders to record Scout's sale for den/patrol totals.\*\* Only if not using the app.
  - \* Parent's letter, to explain the importance of the sale to parents, Scouts, Unit & Council, the Top Seller Club Levels.
  - \* Order forms, Prize flyer, and money envelope.
- 6. Hold a unit popcorn kick-off and disperse paperwork to leaders, parents & Scouts. Discuss goals, sales techniques, money collection, safety suggestions, and key dates. Build excitement around the sale!
- 7. Submit your unit's popcorn order between June 1st & June 30th to earn 1% commission Final date to place your show n sell order in July 28th. October 20th for "Take Order" product.
- 8. Establish a system for checking out/in popcorn to your Scouts if your unit is participating in "Show & Sell".
- 9. Make arrangements to pick up popcorn at the scheduled time and day at the pickup site.

  Make sure to bring enough large vehicles to accommodate your order.
- 10. Distribute popcorn to your Scouts.
- 11. Check throughout the sale to see how your Scours are doing. When you are doing "Take Order", if you find Scouts that are not selling much, check-in their popcorn and redistribute it to Scouts that are selling a lot.
- 12. Collect and tally money/popcorn by unit due date —"Show & Sell" units will bring a Check along to pay for popcorn
- 13. Submit: All Top Sellers Forms to the Council Service Center by 5:00pm on October 25th.

# **New Doorhangers**



# **Popcorn Contacts**

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	Rainier District Kernel		

# \$2500 AND ABOVE TOP SELLERS PARTY





COME SPIN THE
WHEEL AND WIN
COOL PRIZES
EAT PIZZA AND
HAVE FUN!

TACOMA SCOUT OFFICE
4802 S 19<sup>TH</sup> ST
TACOMA WA 98405

SATURDAY JAN 17, 2026 1PM TO 4PM REGISTER HERE BY 10/25/25 TO ATTEND

