

# Popcorn Olympics



2024 FUND YOUR SCOUTING ADVENTURE

# 2024

# Popcorn Leaders Guide

## 2024 PRODUCT LINE UP

SWEET & SALTY KETTLE CORN  
\$15



POPPING CORN  
\$15



WHITE CHEDDAR POPCORN  
\$20

UNBELIEVABLE BUTTER MICROWAVE POPCORN  
\$25



S'MORES POPCORN  
\$25

SALTED CARAMEL CORN  
\$25



## COMMISSION

33%  
BASE  
COMMISSION

2%  
ATTEND A  
TRAINING  
RECEIVE 2%

## 2024 At a Glance

- Early Bird Storefront (Show-N-Sell) Order: Due on Monday, July 29th by 9 pm.
- Traditional Storefront Order (Show-N-Sell): Due by September 9th by 9 pm.
- The maximum Storefront order allowed is 80% of last year's Storefront order. If you need more, submit a marketing plan.
- No product returns are allowed. Unit transfers are permitted if both parties agree. Please note that the unit giving away the product must be the one to start the transfers in Trail's End portal.
- Chocolate, nuts, and additional popcorn products are available through Online Direct website ordering.-That includes Chocolate Pretzels.
- TOP 10 CLUB - 12/7/24 Chiefs Game (teddy bear toss)
- \$2000 Club - Sell \$2000 and attend the "Celebration." More details to come.

More Options Available online at [www.Trails-End.com](http://www.Trails-End.com)

## TRAINING DATES

EARN AN EXTRA 2% COMMISSION FOR ATTENDING ONE OF THESE TRAINING FOR POPCORN KERNELS:

**Wednesday, June 19th-** Spokane Service Center  
6:30 pm. Zoom option available  
[Click Here for the Zoom Link](#)

**Wednesday, July 17<sup>th</sup>**-Spokane Service Center  
6:30 pm- Zoom option available  
[Click Here for the Zoom Link](#)

**September 7<sup>th</sup>**-- Spokane Service Center  
10 am. Last chance training for regular sale  
Zoom Link: [Click Here for the Zoom Link](#)

### YOUTH TRAINING AND KICK-OFF

(Learn about popcorn and have fun)  
In-Person for the Youth

**Thursday, August 8th-** Games and Prizes  
Cabela's 6 pm

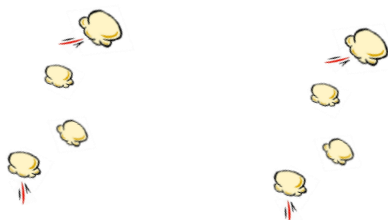
**Friday, August 9th-** Games and Prizes  
Covenant United Methodist Church  
15515 Gleneden, Spokane, WA 99208  
6:30 PM

## Trail's End Website

[www.Trails-End.com](http://www.Trails-End.com)

## Council Website

[www.nwscouts.org/popcorn](http://www.nwscouts.org/popcorn)



## IMPORTANT DATES

### July/Aug/Sept. Storefront Order/Distribution

**July 1<sup>st</sup> - ONLINE DIRECT SALE OPEN**

**July 29<sup>th</sup>**— Storefront Orders due to the Council **By 9 p.m.**  
**September 9<sup>th</sup>** - Storefront Orders due to the Council **by 9 p.m.**

### **Big Foot and Three Rivers—All Units**

August 15<sup>th</sup> — 1<sup>st</sup> Order-Sort at DeVries, Spokane, WA

August 16<sup>th</sup> — 1<sup>st</sup> Order Distribution at DeVries, Spokane, WA

September 26<sup>th</sup> —2<sup>nd</sup> Order- Sort at DeVries, Spokane, WA

September 27<sup>th</sup> —2<sup>nd</sup> Order- Distribution at DeVries, Spokane, WA

### **Mountain Lakes—All Units**

August 16<sup>th</sup> — 1<sup>st</sup> Order/Distribution at Agesen Millworks, Post Falls, ID

September 27<sup>th</sup> - 2<sup>nd</sup> Order/Distribution at Agesen Millworks, Post Falls,

### **Appaloosa—All Units**

August 16<sup>th</sup>—1<sup>st</sup> Order-Sort/Distribution Dusty Fleener's Farm, Moscow, ID

September 27<sup>th</sup>-2<sup>nd</sup> Order/Distribution Dusty Fleener's Farm, Moscow, ID

### October: Mid Payment/Final Order details

**Oct. 28<sup>th</sup>** — Partial payment due: 50% payment of the amount due to Council

**Oct 30<sup>th</sup>**— Unit Popcorn Kernel must enter any **Wagon sales** into the Trails End Portal that were not already ordered via the Online Direct website. Unit kernels must also enter all Scout sales into the Trails End portal so Scouts can receive their prizes earned.

**ALL DUE- Final Order Monday, Oct. 28th. BY 9 p..m, PST**

### November: Wagon Sales Order Distribution

#### **Big Foot and Three Rivers -All Units**

November 14<sup>th</sup> —Sort at DeVries, Spokane, WA

November 15<sup>th</sup> — Distribution at DeVries, Spokane, WA

#### **Mountain Lakes—ALL Units**

November 15<sup>th</sup> — Distribution at Agesen Millworks, Post Falls, ID

#### **Appaloosa—All Units**

November 15<sup>th</sup> — Dusty Fleener's Farm Moscow, ID

**December 6th: Final payment due by 5 pm. An additional invoice for outstanding invoices will be sent on December 7th with an extra 15% late fee.**





# MEET THE POPCORN TEAM

## Staff Advisor:

DeAnne Heflin, Development Asst.      509-342-6815      [deanne.heflin@scouting.org](mailto:deanne.heflin@scouting.org)

## District Kernels

### Big Foot District Contact

Dorothy Gorley      509-808-8115      [gorley.dorothy@gmail.com](mailto:gorley.dorothy@gmail.com)

### Mountain Lakes District Kernel

Earl Criger - Distribution Chair      208-659-9721      [idscouters@gmail.com](mailto:idscouters@gmail.com)

### Appaloosa District Kernel

Dusty Fleener      208-310-1404      [oldtroopguide@gmail.com](mailto:oldtroopguide@gmail.com)

### Three Rivers District Contact

Katie Bass      509-368-4598      [katie.bass@scouting.org](mailto:katie.bass@scouting.org)

## DETAILS FOR 2024

1. Back Again- Early Bird Sale in August
2. Trails-End Store Management System (Saturday & Sundays) working on getting more during the week,, more stores, more hours
3. \$2000 Club- more info to come
4. New App



## SELLING IDEAS

- Put yard signs and posters out - available on Trail's End
- Store front sales (stay in your neighborhood)
- Corner and parking lot sales (use posters, signs)
- Drive Thru sales use posters, signs - youth waving them
- Facebook
- Business sales
- **Online Sales**
- Friends & Families
- College Events/Games

**NO LIMIT!** Earn 17,500 pts or more and receive an Amazon.com Gift Card worth 10% of your total pts

**1.25 Points per \$1 sold by using the app credit/debit card And online direct**

**1 point per \$1 sold by using cash or a check**



## Popcorn Olympics



# LEARN HOW TO SELL LIKE A CHAMPION



### NO PRODUCT RETURNS WILL BE ACCEPTED BY THE COUNCIL IN 2024.

- \* Unit to unit transfers are ok if both units feel comfortable. The Kernel for the unit giving away the product is responsible for starting the transfer process in the Trails End Portal.
- \* Units are responsible for tracking all sales and inventory—include product type, customer name, address, and phone & if delivery has already been made or still required.
- \* All cash donations received during the sale are to be totaled and added to the Heros and Helpers donation program as a product sale or can be used to purchase remaining product.
- \* Customer checks should be made out to your unit, "Pack 123/Troop 123"
- \* Scouts should turn in checks and cash to Unit Popcorn Kernel weekly so the unit can make final payment on time to the Council.
- \* Parents can make a payment to the unit for outstanding balances for products they checked out and sold using a credit card via the Trails End Scout app instead of worrying about turning in cash to their Unit Kernel.
- \* We encourage your unit to go "All In" by having every scout register on the app. This is the best way to prevent sales and inventory errors.
- \* First payment is due to the Council by Monday, Oct. 28th Please submit one check from your unit for 50% of the TOTAL DUE TO COUNCIL as shown on the bottom of your unit invoice. DO NOT PAY THE FULL AMOUNT. Balances are constantly changing as online sales happen and credits are made by Trails End. Invoices can be viewed in the Trails End Portal by whomever has been set up as a Kernel/Co-Kernel.
- \* All remaining balances are due to the Council by **Friday, December 6th** If not received by that date (or at least postmarked) your unit may be subject to a 15% late fee on the remaining balance.

### Indiana- our #1 Seller for 2023



"Selling popcorn is not a sprint; it's a marathon. Take it one step at a time, set your goal, and stick to it. You will be successful!"

## RESOURCES

### HOW TO SIGN UP:

1. Go to <https://www.trails-end.com/unit-registration>
2. Click "Register as myself"
3. Select appropriate District and Unit
4. Fill out information and click "Continue"

Trails End Website: [www.Trails-End.com](http://www.Trails-End.com)

- Training
- Unit and Scout Online Sales Accounts
- Flyers and Door Hanger Templates

Council Popcorn Website: [nwscouts.org/popcorn](http://nwscouts.org/popcorn)

- Unit Resources
- Transfer Request Tracker

