



2023 PRODUCT LINE UP

SWEET & SALTY
KETTLE CORN
\$15



POPPING CORN
\$15



IMPROVED
FLAVOR!
WHITE CHEDDAR
POPCORN

\$20



SALTED CARAMEL
CORN

\$25



UNBELIEVABLE BUTTER
MICROWAVE POPCORN

\$25



NEW!
S'MORES
POPCORN

\$25



CHOCOLATEY
PRETZELS

\$30



NEW!
28PK SNACK PACK
SEA SALT POPCORN

\$50



COMMISSION

33%

BASE
COMMISSION

2%

ATTEND A
TRAINING
RECEIVE 2%

NEW IN 2023

- Early Bird - Storefront (Show-N-Sell) Order due Monday, July 31st by 9pm
- Traditional Storefront Order (Show-N-Sell) by September 11th by 9pm
- Maximum Storefront order allowed is **80%** of last year's e Storefront order. Need more submit a marketing plan.
- **No Product Returns.** Unit transfers are permitted if both parties are comfortable. Remember, Unit giving away product must be the one to start the transfers in Trail's End portal.
- **Chocolate Pretzels are Wagon Sales (take order) only!**
- Chocolate, nuts, coffee, and additional popcorn products available through Online Direct website ordering.

TOP 10 CLUB - 12/3/2023 Chiefs Game (teddy bear toss)
\$1750 Club - Sell \$1750 & attend the "Celebration". More details to come

More Options Available online at
www.Trails-End.com

TRAINING DATES

EARN AN EXTRA 2%

COMMISSION FOR ATTENDING ONE
OF THESE TRAININGS:

June 21st- Spokane Service Center

6:30 pm. Zoom Link:

<https://su02web.zoom.us/j/830185449989>

July 19th-Spokane Service Center

6:30 pm- Zoom Link

<https://us02web.zoom.us/j/82753072565>

August 9th- one of the three Kickoffs

Spokane Service Center, 6:30 pm

August 10th- one of the three Kickoffs

Appaloosa Area 6:30 pm

August 11th- one of the three Kickoffs

Coeurd'Alene area 6:30 pm

September 9th- Spokane Service Center

10 Am. Last chance training fr regular sale

Zoom Link:

<https://us02web.zoom.us/j/88182813817>

Trail's End Website

www.

Trails-End.com

Council Website

www.nwscouts.org/popcorn



IMPORTANT DATES

Training & Kickoff dates - **Hear from our Top Sellers**

June 21st - In Person - Information Meeting in person or by zoom
6:30 pm at Spokane Service Center

July 1st - ONLINE DIRECT SALE OPEN

Aug/Sept. Storefront Order/Distribution

July 31st - Storefront Orders due to the Council by 9pm

September 11th - Storefront Orders due to the Council by 9pm

Big Foot—All Units

August 17th - Sort at DeVries, Spokane, WA

August 18th - Distribution at DeVries, Spokane, WA

September 28th - Sort at DeVries, Spokane, WA

September 29th - Distribution at DeVries, Spokane, WA

Three Rivers— ALL Units

August 17th - Sort at DeVries, Spokane, WA

August 18th - Distribution at DeVries, Spokane, WA

September 28th - Sort at DeVries, Spokane, WA

September 29th - Distribution at DeVries, Spokane, WA

Mountain Lakes—Sandpoint Units

August 18th - Sort/Distribution at Sandpoint Furniture, Sandpoint, ID

September 29th - Sort/Distribution at Sandpoint Furniture, Sandpoint, ID

Mountain Lakes—CDA Units

August 18th - Sort/Distribution at Agesen Millworks, Post Falls, ID

September 29th - Sort/Distribution at Agesen Millworks, Post Falls, ID

Appaloosa—All Units

August 18th - Sort/Distribution TBD

September 29th - Sort/Distribution TBD

October: Mid Payment/Wagon Sale details

Oct. 27th - Partial payment due: 50% payment of the amount due to Council

Oct 30th - Unit Popcorn Kernel must enter any **Wagon sales** into 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 BY 9pm, PST - Tuesday, Oct. 30th.

November: Wagon Sales Order Distribution

Big Foot—All Units

16th - Sort at DeVries, Spokane, WA

17th - Distribution at DeVries, Spokane, WA

Three Rivers—All Units

16th - Sort at DeVries, Spokane, WA

17th - Distribution at DeVries, Spokane, WA

Mountain Lakes—Sandpoint Units

17th - Distribution at Sandpoint Furniture, Sandpoint, ID

Mountain Lakes—CDA Units

17th - Distribution at Agesen Millworks, Post Falls, ID

Appaloosa—All Units

17th - North City American, Moscow, ID

December 4th: Final Payment Due by 5 pm December 5th may be sent an additional invoice for the outstanding balance + additional 15% late fee. Ju

MEET THE POPCORN TEAM



Staff Advisors:

DeAnne Heflin, Development Asst. 509-342-6815 deanne.heflin@scouting.org
Marcia Hunt, Development Director 509-951-2727 marcia.hunt@scouting.org

Popcorn Assistant:

Geoffrey Latner 509-242-8236 geoffrey.latner@scouting.org

District Kernels

Big Foot District Kernel

Geoffrey Latner 509-290-4433 LatnerG@gmail.com

Mountain Lakes District Kernel

Earl Criger - Distribution Chair 208-659-9721 idscouters@gmail.com

Appaloosa District Kernel

Mike Heston 509-432-6143 mikejheston@gmail.com
Dusty Fleener 208-310-1404 oldtroopguide@gmail.com

NEW IN 2023

1. Back Again- Early Bird Sale in August
2. 2% commission incentive "attend a training"
3. New Product - \$50
4. Trails-End Store Management System (Saturday & Sundays) , more stores, more hours
5. \$1750 Club- more info to come



SELLING IDEAS

- Put yard signs and posters out - Council provided
- Store front sales (stay in your neighborhood)
- Corner and parking lot sales (use posters, signs)
- Drive Thru sales use posters, signs - youth waving them)
- 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 PTS PER
\$1 SOLD**

APP CREDIT / DEBIT CARD
& ONLINE DIRECT

**1 PT PER
\$1 SOLD**

CASH



Trail's End™
REWARDS

Scouts earn points towards an Amazon.com e-Gift Card when they record their sales in the Trail's End App. They choose the prize they want!



LEARN HOW TO SELL LIKE A CHAMPION




NO PRODUCT RETURNS WILL BE ACCEPTED BY THE COUNCIL IN 2023.

- * 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 use the Trails End Scout app, then you go "All-In" and make sure every Scout participant uses the app, or sales and product inventory will be difficult to track for your unit.
- * First payment is due to the Council by Friday, Oct. 27th 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 1st**. If not received by that date (or at least postmarked) your unit may be subject to a 15% late fee on the remaining balance.

Mackian- our #1 Seller for 2022



Selling Popcorn is such a reward through being active in selling. You gain so many things, character, life lessons, work ethics and funding for adventure." 

RESOURCES

December 4th
Final Payment Due

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

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

Council Popcorn Website: nwscouts.org/popcorn

- Unit Resources
- Transfer Request Tracker

