

2023 POPCORN SALE LEADER GUIDE



**Minsi Trails Council
2023 Unit Kernel Leader Guide v3**

minsitrails.org/popcorn

in partnership with



Ready! Set! Go!

We hope this guidebook provides a step-by-step approach to setting your Unit up for popcorn sale success.

2023 CAMP MASTERS is providing all Councils and Units with training and marketing resources. Some information on these resources is included in this guide. And you'll gain access to others over the coming months leading up to the sale. Please join our Facebook group <https://www.facebook.com/groups/campmastersunitsparentsandscouts> Also check out <https://www.campmasters.org/> for more resources.

However, if you need anything to help fuel your popcorn success, please don't hesitate to email our great team for assistance: customerservice@campmasters.org.

We are fully invested in your popcorn success!

Warm Regards,

Jason Sieg
Vice President of Sales and Marketing
CAMP MASTERS Popcorn Brand



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LEARN WITH POPCORN

You've likely heard many times that *"it's not about selling popcorn, it's supporting Scouting."* But what does this mean? And how does it impact each individual Scout?

Scouting is here to help children become ethical adults that make good decisions. And popcorn serves an important role in this mentorship. It's a learning activity, just like any other, designed to build important skills towards this goal. Specifically:

Association with Adults

Kids are sometimes shy or fearful around adults, even ones they know. For most, this doesn't resolve itself as they age. They gain the opportunity for exposure and practice communicating with adults by participating in the popcorn sale. They build the confidence that will make future things like college essays, job interviews and talking to their boss so much easier. It sounds like a simple interaction, but it's a way for them to overcome a tough barrier and learn how to navigate an adult-run world.

Salesmanship and Entrepreneurship

Learning to set and reach goals through action helps Scouts develop important business skills. They learn how to best represent themselves and persuade others. In the future, they can use these tools to gain funding for a revolutionary business idea or be a strong team leader within their organization.

Grow and Sustain Scouting

Scouting is not just an activity, but also a future career path. The mission of the organization needs strong leaders to carry the mentorship and impact forward into future generations. Everything they learn by participating prepares them to teach others what they know in Scouting or whatever future career they choose. Popcorn also brings Scouting to the attention of many others who may not be familiar with all that Scouting has to offer.

Fund Membership and Activities

And of course, popcorn funds all the amazing activities in their Scouting program.



KEY STEPS & DATES

Step – 1 “Unit Commitments & Unit Kernel Contact Info Updates”

- **Spring of 2023** - An email was sent to all 2023 Unit Popcorn Kernels to update contact info and commit to the 2023 Popcorn Campaign. If no longer the Kernel, forward info to the Committee Chair of the Unit. This is a critical step in the process – knowing who will handle the unit popcorn management. Recognize, if you have established an account the previous year, all the info will pull through to the current year.
- If no email was received to update unit commitment and info, email Teresa at teresa.smith@scouting.org with your name, unit #, District & best phone number to reach you. A direct link will be sent.
- The Kernel establishes the Unit Account, updates contact info, and adds all the scouts with emails. Setting up Scout accounts and sending them an email to log in and create an account is critical for the APP sales and online sales.

Step – 2 Unit Show & Sell Order

- **Thurs., July 27, 2023** - Unit Show & Sell Product Order due on or before.
Completed online by the Unit Kernel through the Camp Master ordering system.
- **Wed., August 16, 2023** - 3-7pm - Unit Show & Sell Orders available for Pick Up
All orders will be picked up at ATAS International, 6642 Grant Way, Allentown, PA 18106.
You will receive an advanced link to pre-register and select a pickup time.
- **Thurs, Nov. 9, 2023** - Unit Show & Sell Money due to Council on or before. ***If S&S is not paid, the unit cannot pick up their Take Order & prize orders will not be approved.***
- **Thurs., Nov. 9, 2023** - Unopened cases of S&S popcorn may be returned to the Scout office by 4pm.

Step – 3 Unit Take Order

- **Fri., November 17, 2023** - Unit Take Order due on or before.
Completed online by the Unit Kernel through the Camp Master ordering system.
- **Fri., November 17, 2023** - Submit Prize Orders via the Camp Masters ordering system.
Deadline for Online Orders to count toward prizes.
- **Fri., December 8, 2023** - 3-8pm - Unit Take Order available for Pick Up
All orders will be picked up at ATAS International, 6642 Grant Way, Allentown, PA 18106.
Follow directional signs to warehouse
- **Mon., December 11, 2023** - Unit Take Order Money due to Council on or before. Please plan ahead.

Online Orders

Scouts can sell online **July 31, 2023 through December 4, 2023** *Prices are higher due to shipping/handling.

****SPECIAL NOTE** – Unit leaders no longer need to have different emails if they are Kernels for both a Pack & a Troop (for example). When accessing the CampMasters site, just scroll down on the Dashboard page to see the different unit Dashboards. Leader & Scout can ALSO share the same email address. The leader can toggle back & forth between accounts by accessing the Dashboard.

Unit Payments

Unit payments can be made by approved Unit Account charge, unit check, Unit debit card or cash.

Make checks payable to “Minsi Trails Council” **Personal credit card maximum charge is \$500

If mailing payment, send to: Minsi Trails Council, Attn: Popcorn, PO Box 20624, Lehigh Valley, PA 18002



IMPORTANT CONTACTS

Your Local Contacts

Monroe & Carbon-Luzerne District Units

Ed Schaefer
(610) 465-8571
Edward.Schaefer@scouting.org

John Yakabonis
(610) 465-8564
John.Yackabonis@scouting.org

Northampton & Warren District Units

Mike Borgman
(610) 465-8575
Mike.Borgman@scouting.org

Melissa Mohr
(610) 465-8565
Melissa.Mohr@scouting.org

Lehigh District Units

Jerry Yost
(610) 465-8580
Jerome.Yost@scouting.org

Your Council Contacts

Popcorn Staff Adviser

Minsi Trails Council
Brennan Malenovitch
(610) 465-8560
Brennan.Malenovitch@scouting.org

Popcorn Asst. Staff Adviser

Minsi Trails Council
Teresa Smith
(610) 465-8574
Teresa.Smith@scouting.org

Our Partner Contacts

Camp Masters Popcorn

Technical Support with Online System & APP
Melissa Maxey
(812) 347-2441 x114
Melissa@ramseypopcorn.com

GCC/Keller Marketing

Product Prize Program
Brad Siefke
(888) 351-8000 x241
Brad_Siefke@gcc-usa.com



PRODUCT COMMISSION FAQ

My #PopcornNotes

Understanding Unit Product Commissions

Show & Sell Commissions (38%)

- Since the overall product is ordered by the unit, sold through the unit sale, and all monies collected are by the unit – commission portions of the sale stay within the unit finances for disbursement back to the Scouts.
- The only monies owed to Council will be the cost of goods invoice (wholesale amount).

Take Order Sale (38%)

- Since the overall product is sold by the individual Scouts, then ordered through the unit as one collective order, and all monies collected are by the unit – commission portions of a sale stay within the unit finances for disbursement back to the Scouts.
- The only monies owed to Council will be the invoice of cost of goods (wholesale amount).

Online Order Sales (35%)

- Since the overall product is ordered and paid for by the purchaser online, the Scout or Unit does not need to collect money or worry about the delivery of product. All online sales are paid for by the purchaser and shipped directly to the purchaser. **Due to processing & shipping, the product prices are considerably higher for online sales.**
- For a Scout to receive commission credit, the online purchaser must enter the Scout KeyCode or Search for a Scout by Name, Unit, or City.
- All online sale commissions are received and disbursed by Council. Following the end of each month, Camp Masters will send a commission check to Council. There is at least one month lag time. Council will then credit the unit account each online sale commission. As example, John Scout's commission portion of his online sales equaled \$25. \$25 will be added to the Unit Account at Council, along with denotation of John's name.
- It will be the responsibility of the Unit to disburse the commission back to the Scout. Council will not write a check to the unit or family.

MULTIPLE WAYS TO SELL



SHOW and SELL:
STOREFRONT
DRIVE-THRU
POP UP SHOP

LOCATION! LOCATION! LOCATION!

You can never start too early in securing storefronts. Look for high-traffic locations with good visibility. Here are some tips to help you do just that:

- Coffee and bagel shops
- The favorite deli that everyone goes to
- Home Depot / Lowes / Tractor Supply
- Local hardware stores
- Convenience stores
- Dunkin Donuts / Krispy Kreme
- Post office / bank
- Farm stands
- Car wash / Gas station
- Sporting events
- After religious service
- Mall
- Office building
- Main Street



MULTIPLE WAYS TO SELL



ONLINE

Online sales are easier than ever for kids to sell virtually to friends and family. The most important aspect of your online presence is the Scout profile. It's important to see that smiling Scout face on every profile. And that their bios are well-composed. Once they've set up their profile, there are links within the Scout profile to share their personal CAMP MASTERS account. You can also encourage parents to support their Scouts as well using this link within their networks. CAMP MASTERS has also provided a library of email templates, social media posts, and graphics to make this easier for everyone.



SHOW and DELIVER / WAGON SALES

Involves the Scout bringing product door-to-door to customer residences to ask for support. This method is preferred for neighborhoods close to home. The product is carried along in a wagon or vehicle, making it a quick and easy process for the customer.



TAKE ORDER

This can be taken through neighborhoods, to parents' co-workers, friends, and family. The customer places an order, on the order form, and pays the Scout to deliver the product when it arrives. The Scout should tell the customer when the product will be delivered.



A large percentage of homeowners say that no one has ever come to their door, missing this great opportunity.

LEADING YOUR UNIT

The Popcorn Kernel oversees operations of the Unit's popcorn sale. This is an important leadership role within the Unit. The PK ensures distribution, promotion, reporting and payments for Unit's entire sale period. They also work closely with their Unit committees and District Popcorn Kernel.

The best part is leading their #PopcornSquad in the Unit's goals for the sale. This includes:

- ★ Encouraging Scouts to Earn Their Way
- ★ Developing the Overall Sale Strategy for the Unit
- ★ Establishing Relationships with Community Businesses
- ★ Helping Parents Support Their Scout
- ★ Guiding the Unit's Progress to Their Sales Goal
- ★ Gathering and Distributing Important Information
- ★ Running Logistics for Product and Sales Earnings
- ★ Rewarding Scout Efforts with Great Prizes
- ★ and Hosting an EPIC Unit Kick-Off Celebration

Your #PopcornSquad includes *(based on your Unit and District Size):*

- ★ District Popcorn Kernel - Your right-hand in all things popcorn
- ★ Unit Committee Members - Helping you develop the plans and budgets
- ★ Assistant Popcorn Kernel - Your left-hand in all things popcorn
- ★ Kickoff Kernel - Your party planning partner
- ★ Show & Sell Kernel - Your logistics coordinator (preferably with a truck!)
- ★ Pickup Kernel - Your warehouse watchdog for product inventory
- ★ Prize Kernel - Your fun-lovin' prize patrol buddy
- ★ Communications Kernel - Your social media / email master spreading popcorn love

As exciting as these position titles are, people tend to more receptive when asked to execute a specific task, not just serve a role in the popcorn sale. **When asking for help, be sure to say what you specifically NEED help with and how much time you think it will take them.**

For example, instead of: Hey Sarah, will you volunteer as Kickoff Kernel this year?
Ask: Hey Sarah, your creativity and crafting skills are top notch. Would you help me with decorations and games for the Popcorn Kickoff? I'm thinking it will take us about 5 hours in planning and decorating day of, plus whatever time you'd estimate for creating them.

KERNEL CHECKLIST

- ☐ Attend Popcorn Trainings
- ☐ Plan Annual Scout Program (w/ Unit Committee)
- ☐ Review Commission Structure, Prizes & Product Return Policy
- ☐ Determine Additional Unit Prizes
- ☐ Set Budget for Program
- ☐ Recruit Your #PopcornSquad
- ☐ Update Scout Roster (w/ Membership Chair)
- ☐ Direct Scouts to Self-Register or Update Bio/Account
- ☐ Help Scouts Share Their Online Selling Link
- ☐ Determine Per-Scout Fundraising Goal
- ☐ Secure Storefronts (as/where possible)
- ☐ Create Unit Timeline for Popcorn Sale
- ☐ Establish Guidelines for Popcorn Pickup & Money
- ☐ Confirm Show & Sell Locations & Times
- ☐ Place Unit Show & Sell Popcorn Order Online
- ☐ Host Unit Kickoff Meeting - Encourage Scout & Parent Participation
- ☐ Prepare & Distribute Handouts
- ☐ Share Tips & Ideas for Selling Popcorn
- ☐ Provide Selling Incentives & Games for Scouts
- ☐ Place Final Take Order Popcorn Order Online
- ☐ Coordinate Pick-Up at District Warehouse & Distribution at Unit Level
- ☐ Order & Distribute Prizes. *Use the worksheet on page 19 to help track.*
- ☐ Submit forms to council for any High Achiever scouts (sold \$3,000 or more)
<https://www.campmasters.org/high-achiever-prizes>
- ☐ Remit Product Payments to Council
- ☐ Contact District Kernel as Needed for Assistance
- ☐ Celebrate!

2023 SHOW & SELL PRODUCTS

<u>Product ordered in FULL cases</u>	<u>Available For</u>	<u>Retail Price</u>
6pk Butter Microwave	Show & Sell	\$10.00
Caramel Popcorn Bag	Show & Sell	\$15.00
Purple Popping Corn Jar	Show & Sell	\$15.00
12 pk Sweet & Salty Kettle Corn Microwave	Show & Sell	\$20.00
White Cheddar Cheese Popcorn Bag	Show & Sell	\$20.00
12oz Honey Roasted Peanuts	Show & Sell	\$20.00
14 pk Extra Btr Roasted Summer Corn Microwave	Show & Sell	\$20.00
12oz Salted Jumbo Cashews	Show & Sell	\$25.00
Classic Trail Mix	Show & Sell	\$25.00
Supreme Caramel w/ Alm, Pec, & Cashews Tin	Show & Sell	\$25.00
22 pk Movie Theater Extra Butter Microwave	Show & Sell	\$30.00
3 Way Cheesy Cheese Tin	Show & Sell	\$40.00
If any military donations are made – place in Unit Take Order		

2023 TAKE ORDER PRODUCTS

<u>Product</u>	<u>Available For</u>	<u>Retail Price</u>
6pk Butter Microwave	Unit Take Orders	\$10.00
Caramel Popcorn Bag	Unit Take Orders	\$15.00
Purple Popping Corn Jar	Unit Take Orders	\$15.00
12 pk Sweet & Salty Kettle Corn Microwave	Unit Take Orders	\$20.00
Chocolate Covered Pretzels Bag	Unit Take Orders	\$20.00
White Cheddar Cheese Popcorn Bag	Unit Take Orders	\$20.00
12oz Honey Roasted Peanuts	Unit Take Orders	\$20.00
14 pk Extra Btr Roasted Summer Corn Microwave	Unit Take Orders	\$20.00
12oz Salted Jumbo Cashews	Unit Take Orders	\$25.00
Classic Trail Mix	Unit Take Orders	\$25.00
Supreme Caramel w/ Alm, Pec, & Cashews Tin	Unit Take Orders	\$25.00
Chocolatey Drizzle Caramel Bag	Unit Take Orders	\$25.00
22 pk Movie Theater Extra Butter Microwave	Unit Take Orders	\$30.00
\$30 Military Donation	Unit Take Orders	\$30.00
3 Way Cheesy Cheese Tin	Unit Take Orders	\$40.00
Tasty Trio Tin	Unit Take Orders	\$60.00

2023 ONLINE PRODUCTS*

<u>Product</u>	<u>Available For</u>	<u>Retail Price</u>
6 Pk Butter Microwave	Online Sales	\$25.00
Caramel Popcorn Bag	Online Sales	\$30.00
Purple Popping Corn Jar	Online Sales	\$30.00
12 pk Sweet & Salty Kettle Corn Microwave	Online Sales	\$35.00
14 pk Extra Btr Roasted Summer Corn Microwave	Online Sales	\$35.00
White Cheddar Cheese Popcorn Bag	Online Sales	\$35.00
12 oz. Honey Roasted Peanuts	Online Sales	\$35.00
Cinnamon Crunch	Online Sales	\$35.00
12 oz. Salted Jumbo Cashews	Online Sales	\$40.00
Classic Trail Mix	Online Sales	\$40.00
Chocolate Drizzle Popcorn Bag	Online Sales	\$40.00
Supreme Caramel w/ Alm, Pec, Cashews Bag	Online Sales	\$40.00
\$25 Military Donation	Online Sales	\$26.85
\$25 Food Bank Donation	Online Sales	\$26.85
22 Pk Movie Theater Extra Butter Microwave	Online Sales	\$45.00
\$30 Military Donation	Online Sales	\$31.85
3 Way Cheesy Cheese Tin	Online Sales	\$55.00
\$50 Military Donation	Online Sales	\$51.85
\$50 Food Bank Donation	Online Sales	\$51.85
\$100 Military Donation	Online Sales	\$105.00

*Please note that online sale prices are considerably higher than in-person sales due to processing & shipping fees.

ORDERING INVENTORY/ RETURN POLICY

Instructions / Guidelines from the Council to Units on placing orders. New this year, the 2023 Popcorn Campaign has a Show & Sell **PRODUCT RETURN POLICY**. See details below.

Show & Sell Inventory

Develop a plan with support of Unit Leaders and Scouting Families on how you will conduct your 2023 Show & Sell by asking a variety of questions that will enable a successful sale.

Guidelines and/or questions to follow:

- Plan! Plan! Plan!
- Understand the level of engagement with Scouting Families to cover selling dates & times.
- Potential limitations may exist on store fronts. Confirm opportunities first.
- What products will best fit our selling opportunity for a Show & Sell?
- The council will accept full, unopened cases only. Individual containers & open cases will **NOT** be accepted. As always, use S&S excess to fill your Take Orders prior to returns. All returns must be made on or before Thurs., Nov. 9 at 4pm at the Council Service Center (991 Postal Rd., Allentown, PA 18109). Returns following this date will **NOT** be accepted.

Take Order

- Inventory left from Show & Sell should be used to fill Take Orders first.
- Getting the individual Scout Take Orders correct and placing the order is critical.
- When ordering, order what is needed from the individual scout sales.
- If you feel the need to order additional product above and beyond what the actual Take Order quantities call for; the additional inventory will be the responsibility of the unit. No returns will be accepted at Council.

TRAININGS & WEBINARS

Unit Kernels, please attend one virtual training. Michael Beck webinars are optional.

DATE	LOCATION	TIME	ATTENDEES
Tues., July 11	Virtual Training	7:00 PM	https://us06web.zoom.us/j/84791337372?pwd=UkF6eWlIZ1BqR2MxTDliZUtrRUWtSUT09
Thurs., July 20	Michael Beck Presentation	6:30 PM	https://us06web.zoom.us/webinar/register/WN_QK52lclIQBa8u_YOmtBpOQ#/registration
Sun., July 23	Michael Beck Presentation	4:00 PM	https://us06web.zoom.us/webinar/register/WN_IYotl4MwT5qd9a7nb8WePw#/registration
Wed., July 26	Taking Credit Card Payments	11:00 AM	https://us06web.zoom.us/webinar/register/WN_M6cxT-Z9R8CaRzn6LLdHPQ#/registration
Wed., July 26	Virtual Training	7:00 PM	https://us06web.zoom.us/j/82341098231?pwd=alc1WWdob250Y1c5cW1oWIZmNVVIUT09

HOW MUCH POPCORN TO SELL

The mission behind the unit program planning philosophy is to help Scouting units fulfill young people's need for adventure and deliver on this promise. Units that operate under an annual program plan, that young people help construct, are proven to be more successful and make a more profound impact on the lives of their members. We promise young people the most exciting adventures they can imagine, and we had better be prepared to make it happen. How do you get buy-in and commitment from your unit's families when it comes to annual programming and fundraising needs? Your answer to this question is the key factor to the level of success your Scouting program will enjoy.

Brainstorming Ideas to Get You Started - The unit might plan and fund some of the following:

Summer Camp, BSA Registrations & Scout Life Magazine, Cub Scout Council Events, Meeting Supplies/Awards & Recognitions, Monthly Unit Activities, Den/Patrol Expenses/Training Courses, Pinewood Derby, Unit Equipment, Patrol/Den Activities, Uniforms, and Personal Camping Equipment.

Once there are several ideas under consideration, filter them to allow the most realistic ones to surface. Be cautious not to discount Scouts ideas. Do provide them with enough information to decide which are the most in creating their best program year.

Next, add key dates to a unit calendar that will be shared with Scouts and parents. Be sure to account for vacations, holidays and other school functions.

You now know what you're doing and when. It's time to budget! You can use the planner to help you organize activities and determine your fundraising goal.

Scouting teaches Scouts to earn their way. An organized popcorn sale helps them learn to plan and meet their goals. Studies show your Scouting families appreciate a well planned sale that helps them coordinate it within their already busy lives.

Show them how the Unit and Scout sales fund the planned activities within the program. Present them with a clear fundraising goal. And offer an approach that allows them to achieve their goal.

A little time spent organizing now, means more participation and success in the fall!



ANNUAL PROGRAM PLANNER

Involvement is key in the successful planning of your annual program. We recommend allowing Scouts and their families express their ideas during a Troop brainstorming session. The older the scout, the more benefit they get from participating in this planning. It also keeps everyone more engaged in the popcorn sale because they know the rewards of their efforts.

ACTIVITY	PROGRAM MONTH	COST
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
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		\$
		\$
		\$

NOW CALCULATE YOUR POPCORN SALES GOALS

Divide UNIT BUDGET by UNIT COMMISION
(This is your Unit Sales Goal)

\$

Divide by NUMBER OF PARTICIPATING SCOUTS
(This is your Scout Sales Goal)

\$

Registration & Insurance	\$
Advancements	\$
Uniforms	\$
Scholarships	\$
Other	\$
TOTAL UNIT BUDGET	\$

PRIZES & REWARDS

Downloads available at minsitrails.org/popcorn

Guidelines to Select Prizes

1. Prizes earned based on the individual sales. No combining of sales with other Scouts.
2. Sell any item receive the Popcorn Sale Patch.
3. Sell \$190 & select your choice of prize at the \$190 level.
4. Sell \$250 or more & select a prize from the level you achieve or select prizes from the lower levels that do not exceed the prize level achieved. Parent's permission required and a Whittling Chip or Totin' Chip to order a knife.
5. If a prize is no longer available a substitute of equal or greater value will be shipped.
6. If you sell \$650 or more, you get to choose a "Bonus Club" prize in addition to your level prize(s)!
7. Turn in your prize order with your popcorn order.



My prize goal is:

My popcorn goal is:

CHOOSE A PRIZE AND GO FOR IT!

Scouts can qualify for BOTH standard prizes AND an additional CAMP MASTERS High Achiever Prize

<p>\$5,000 LEVEL 13</p>	<p>48 - LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck 49 - Carrera Evolution Supercars 50 - Lionel Junction North Pole Central LionChief Set w/ Bluetooth</p>	<p>18 - PlusPlus Saturn V Rocket 19 - 5pc Stainless Steel Mess Kit 20 - USB Rechargeable Headlamp w/ Motion Activation 21 - Air Hunterz Zano Bow w/ 2 Zarts 22 - Grab Bag E</p>															
<p>\$4,000 LEVEL 12</p>	<p>45 - Adventure Camp Package 46 - Dart Zone Pro MK 3 47 - LEGO Star Wars The Justifier</p>	<p>13 - Zing Air ZooperBall 14 - Duncan Limelight Yo-Yo 15 - Lock Blade Knife w/ BSA® Branding 16 - Catapult Plane w/ Decorative Stickers 17 - Grab Bag D</p>															
<p>\$3,000 LEVEL 11</p>	<p>42 - Carrera DTM High Speed Showdown 43 - LEGO Technic 2022 Ford GT 44 - Coleman Sundome 4 Person Tent</p>	<p>9 - Dry Bag - 5 liter - Teal 10 - Waboba Fly Pies 6" Silicone Flying Disc 11 - 4x30 Binoculars 12 - Stuffed Animal w/ BSA® Branding</p>															
<p>\$2,150 LEVEL 10</p>	<p>39 - LEGO Ariel's Underwater Palace 40 - Skullcandy Wireless Earbuds 41 - Foldable Drone</p>	<p>1 - Fire Starter 2 - Carabiner w/ BSA® Branding 3 - Compass Thermometer Whistle 4 - Pop Up Phone Stand Holder (Phone not Included) 5 - Knife/Fork/Spoon Combo w/ Bottle Opener 6 - Cinch Backpack w/ BSA® Branding Assorted Colors 7 - 3 Watt-200 Lumen COB LED Headlamp 8 - Watch/Pedometer - Assorted Colors</p>															
<p>\$1,650 LEVEL 9</p>	<p>36 - HEXMODS Pro Series Elite 37 - LEGO Hogwarts Magical Trunk 38 - North Face Stewart Backpack</p>	<p>0.1 - Popcorn Sale Patch 0.2 - Sell any Item 0.3 - Military Sale Pin 0.4 - Top Seller Pin Sell over \$1,000</p>															
<p>\$1,250 LEVEL 8</p>	<p>33 - LEGO Batman - Batcycle 34 - Swiss Army Fieldmaster Knife 35 - HEXBUG VEX Motorized Robotic Arm</p>	<p>0.5 - Hanging Hammock w/ Hardware 0.6 - Sluban Model Bricks Cobra GT40 Car 0.7 - LEGO Friends Lego Set - Assorted</p>															
<p>\$850 LEVEL 7</p>	<p>28 - Hydration Pack - 2L 29 - 126-piece Tool Set 30 - Zing Bow w/ 4 Arrows Assorted Colors 31 - 2-Person Waterproof Tent 32 - Grab Bag G</p>	<p>Scout Name: _____ Pack/Troop: _____ Total Sales: _____</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Prize #</th> <th>Prize Description</th> <th>Quantity</th> </tr> </thead> <tbody> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> </tbody> </table>	Prize #	Prize Description	Quantity												
Prize #	Prize Description	Quantity															
<p>\$650 LEVEL 6</p>	<p>23 - 80x80 Binoculars w/ Case 24 - Telescope - 40x Magnification 25 - Multi-Tool w/ Shovel & Ax 26 - Iose Freeze Pop w/ Syrup 27 - Grab Bag F</p>	<p>Descriptions of Prizes Available at www.kellerprizeprogram.com</p>															

UNIT PRIZE WORKSHEET

Use below sheet to track your needs. All prizes are ordered through your Unit Dashboard on the Camp Masters ordering APP.

Prize Order Form Fall Product Sale 2023

Prize Ordering Website: www.kellerprizeprogram.com

Council ID: **502MTC**

Council Name: **Minsi Trails Council**

Unit Type: Pack / Troop / Crew / Post Unit # _____
(circle one)

Council Headquarters City: **Allentown, PA**

Retail Sales Dollars \$ _____

District Name: _____

of Scouts Selling _____

Shipping Address

Name: _____

Street: _____

City: _____ State: _____ Zip: _____

Phone: _____

Mailing Address (If Different than Shipping Address)

Name: _____

Street: _____

City: _____ State: _____ Zip: _____

Email: _____

Description	Tally/Scout	Order	Description	Tally/Scout	Order
Level 1			Level 6 - Sell \$650		
0.1 Popcorn Sale Patch	_____	_____	23 80x800 Binoculars w/ Case	_____	_____
0.2 Online Sale Pin	_____	_____	24 Telescope - 40x Magnification	_____	_____
0.3 Military Sale Pin	_____	_____	25 5-in-1 Survival Tool w/ Shovel & Ax	_____	_____
0.4 Top Seller Pin	_____	_____	26 Flizz Creations Icee Freeze Pop w/ Syrup	_____	_____
\$650 Bonus Club			27 Grab Bag F	_____	_____
0.5 Hanging Hammock w/ Hardware	_____	_____	Level 7 - Sell \$850		
0.6 Suban Model Bricks Cobra GT Car	_____	_____	28 Hydration Pack - 2L	_____	_____
0.7 LEGO Friends - Assorted	_____	_____	29 126 Piece Tool Set w/ LED Flashlight & Case	_____	_____
Level 2 - Sell \$190			30 Zing Assorted Bows	_____	_____
1 Fire Starter	_____	_____	31 2-Person Waterproof Tent	_____	_____
2 Carabiner w/ Strap & BSA® Branding	_____	_____	32 Grab Bag G	_____	_____
3 Compass Thermometer Whistle	_____	_____	Level 8 - Sell \$1,250		
4 Pop Up Phone Stand/Holder	_____	_____	33 LEGO Batman - Batcycle	_____	_____
5 Knife/Fork/Spoon Combo w/ Bottle Opener	_____	_____	34 Swiss Army Fieldmaster Knife	_____	_____
6 Cinch Backpack w/ BSA® Branding - Assorted Colors	_____	_____	35 HEXBUG VEX Axis Mortortized Robotic Arm	_____	_____
7 3-Watt-200 Lumen COB LED Headlamp	_____	_____	Level 9 - Sell \$1,650		
8 Color Changing Watch/Pedometer - Assorted Colors	_____	_____	36 HEXBUG HEXMODS Pro Series Elite	_____	_____
Level 3 - Sell \$250			37 LEGO Harry Potter Hogwarts Magical Trunk	_____	_____
9 Dry Bag - 5 liter - w/ BSA® Branding - Teal	_____	_____	38 North Face Staihwart Backpack	_____	_____
10 Waboba Fly Pies 6" Silicone Flying Disc	_____	_____	Level 10 - Sell \$2,150		
11 4x30 Binoculars	_____	_____	39 LEGO Disney Ariel's Underwater Palace	_____	_____
12 Stuffed Animal w/ BSA® Branding - Polar Bear	_____	_____	40 Skull Candy Wireless Bluetooth Earbuds	_____	_____
Level 4 - Sell \$350			41 Foldable Drone	_____	_____
13 Zing Air Zooperball	_____	_____	Level 11 - Sell \$3,000		
14 Duncan Lmelight Yo-Yo	_____	_____	42 Carrera DTM High Speed Showdown	_____	_____
15 Stainless Steel Knife w/ White Handle & BSA® Branding	_____	_____	43 LEGO Technic 2022 Ford GT	_____	_____
16 Catapult Plane w/ Stickers	_____	_____	44 Coleman 4-Person Tent	_____	_____
17 Grab Bag D	_____	_____	Level 12 - Sell \$4,000		
Level 5 - Sell \$450			45 Adventure Camp Package	_____	_____
18 Plus Plus Saturn V Rocket	_____	_____	46 Dart Zone MK3	_____	_____
19 5pc Stainless Steel Mess Kit	_____	_____	47 LEGO Star Wars The Justifier	_____	_____
20 USB Rechargeable Headlamp w/ Motion Activation	_____	_____	Level 13 - Sell \$5,000		
21 Air Hunterz Zano Bow w/ 2 Zarts	_____	_____	48 LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck	_____	_____
22 Grab Bag E	_____	_____	49 Carrera Evolution Supercars	_____	_____
			50 Lionel Junction North Pole Central LionChief Set w/ Bluetooth	_____	_____

ADDITIONAL PRIZE OPPORTUNITIES

EXTRA COUNCIL INCENTIVE!

Any scout who raises a minimum of \$1,500 in overall sales (online, Take Order or Show & Sell) earns the chance to receive a \$25 Fandango gift card.



IN ADDITION, CAMP MASTERS offers High Achiever Prizes to recognize Scouts Popcorn Sale efforts.

Complete the form for \$3,000+ High Achiever Prizes
Send completed forms to Teresa.Smith@scouting.org by **Dec 1st, 2023**
<https://www.campmasters.org/high-achiever-prizes>



SELL \$400+ ONLINE
GET A \$10 AMAZON
GIFT CARD



SELL \$3000+ TOTAL
GET 4% BACK ON A
VISA DEBIT CARD



OR THIS CAMPER PKG
Tent, Grilling set, Hammock, Cooler
Chair Backpack, Camp Stove,
Bluetooth Speaker & Lantern



REGISTER YOUR SCOUTS

UNIT LEADERS: Scouts must be registered in the CAMP MASTERS system to receive sales!

Step One: Log in to the CAMP MASTERS system and click "Setup / Invite Scouts."

CAMP MASTERS

Dashboard

2020 Fall Popcorn Sale

Jason Sieg | Troop 313
Demo Council | Demo District Anytown

To Do:

- ! Submit your Unit Commitment Form
- ! There are 11 Unordered Scout Take Orders
- ! There are 2 Open Unit Orders

Links:

- Manage Unit Information
- Setup/Invite Scouts
- Setup/Import Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes
- Edit Your Profile
- Reset Password

Show-N-Sell Start: 2/25/20 - Due: 8/7/20
Unit Kickoff 6/13/20
Returns Due 10/01/20 by 3:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 3/2/20 - Due: 10/23/20
Returns due 10/20/20 by 3:00pm
Payments due to Council 11/1/20

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

The list of current Scouts registered in your Unit will be displayed.

CAMP MASTERS

Demo Council | Demo District Anytown | Troop 313 > Users

INFO **USERS**

+ Add User - Remove - Send Sign-On Link - Layouts - Export to Excel - Export to PDF

<input type="checkbox"/>	Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

Page 1 of 1 (7 items) < 1 > Page size: 25

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REGISTER YOUR SCOUTS

Step Two: Remove any Scouts no longer in your Unit by clicking the box to the left of their name(s). And then selecting “Remove” from the menu above.

The screenshot shows the Camp Masters web application. The top navigation bar is orange with the 'CAMP MASTERS' logo and a user profile for 'Jason Sieg'. The left sidebar is dark grey with a menu including 'Home', 'Camp Masters', 'Main', 'Dashboard', 'Unit Orders', 'Unit Returns', 'Scout Credits', 'Scout Sales', 'Online Orders', 'Take-Order', 'Organization', 'Units', and 'Users & Scouts'. The main content area is titled 'Demo Council | Demo District Anytown | Troop 313 > Users'. It features a tabbed interface with 'INFO' and 'USERS' tabs. The 'USERS' tab is active, showing a table of users. Above the table are buttons for '+ Add User', 'Remove' (highlighted in orange), 'Send Sign-On Link', 'Layouts', 'Export to Excel', and 'Export to PDF'. The table has columns for checkboxes, Type, Key Code, First Name, Last Name, Phone, and Email. The data rows are: Leader Jason Sieg, Scout Jacob Smith, Scout Jeff Hawkins, Scout Jill Smith, Scout Max Franklin, Scout Max Sieg, and Scout Ryan Franklin. The first two rows have empty checkboxes, while the next three have checked checkboxes. The last two rows have empty checkboxes. The bottom of the page shows 'Page 1 of 1 (7 items)' and 'Page size: 25'. Copyright © 2020 Camp Masters. Time Zone: (UTC-05:00) Eastern Time (US & Canada) | V: 20200508.1

	Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input checked="" type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

Step Three: For the remaining Scouts, make sure their contact information is correct. Then select them by clicking the box to the left of their names. And then select “Send Sign-On Link”.

The screenshot shows the Camp Masters web application with the 'Send Sign-On Link' button highlighted in orange. In the user table, all seven rows now have checked checkboxes in the first column. The rest of the interface, including the sidebar, navigation bar, and table data, remains the same as in the previous screenshot. Copyright © 2020 Camp Masters. Time Zone: (UTC-05:00) Eastern Time (US & Canada) | V: 20200508.1

	Type	Key Code	First Name	Last Name	Phone	Email
<input checked="" type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input checked="" type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input checked="" type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input checked="" type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input checked="" type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input checked="" type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

This will email each of the Scouts their unique CAMP MASTERS link so they can access the system without having to login. This makes taking orders and payments much easier.

REGISTER YOUR SCOUTS

Step Four: For new Scouts, select the “Setup / Import Scouts” option from the dashboard.
OR “+ Add User” individually on the previous screen.

The screenshot shows the Camp Masters dashboard for Jason Sieg | Troop 313. The left sidebar contains navigation links: Home, Camp Masters, Main (Dashboard, Unit Orders, Unit Returns, Scout Credits, Scout Sales, Online Orders, Take-Order), and Organization (Units, Users & Scouts). The main content area is titled "Dashboard" and shows a "2020 Fall Popcorn Sale" banner. Below the banner, the user's name and troop information are displayed. The "To Do" section lists three items: "Submit your Unit Commitment Form", "There are 11 Unordered Scout Take Orders", and "There are 2 Open Unit Orders". The "Links" section provides quick access to various functions: Manage Unit Information, Setup/Invite Scouts, Setup/Import Scouts, View Scout Online Sales, View Unit Invoice, Order Prizes, Edit Your Profile, and Reset Password. On the right, there are sections for "Show-N-Sell" and "Take Order", each with a start and due date, and a list of actions: View Product Listing, Place Unit Order, View Unit Orders, and Award Scouts Credit (for Show-N-Sell) or Place a Scout Take Order (for Take Order).

Step Five: Click the “Import Scouts” button and upload your Excel spreadsheet.

The screenshot shows the "Users / Scouts" page in the Camp Masters application. The top navigation bar includes the Camp Masters logo and a user profile icon for Jason Sieg. The left sidebar is the same as in the previous screenshot. The main content area is titled "Users / Scouts" and features a search bar with filters for Council (Demo Council), District (Demo District Anytown), and User Type. Below the search bar, there are buttons for "Layouts", "Export to Excel", "Export to PDF", and "Import Scouts". The "Import Scouts" button is highlighted. Below these buttons is a table with columns for First Name, Last Name, Email, and Organizations. The table contains seven rows of user data. At the bottom of the table, there is a pagination bar showing "Page 1 of 1 (7 items)" and a "Page size" dropdown set to 25.

First Name	Last Name	Email	Organizations
Jason	Sieg	pkp25@yahoo.com	Demo Council Demo District Anytown Troop 313 (Unit Leader)
Max	Franklin	troop313max@demo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jill	Smith	jillsmith@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jeff	Hawkins	wayne1965@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Max	Sieg	jason@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Ryan	Franklin	Ryno23@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jacob	Smith	Troop313Jacob@scouting.org	Demo Council Demo District Anytown Troop 313 (Scout)

REGISTER YOUR SCOUTS

Step Six: Select your file and complete the field matches to the spreadsheet columns below. If your sheet has headers, be sure to select the “First Row Has Headers” box.

Import Scouts

Choose a file to import: Browse...

First Row Has Headers: ☐

IMPORT MAPPING

Match each import field to the import file's columns or type in a custom value to be used.

Council:

District:

UnitType:

UnitNumber:

Email:

FirstName:

LastName:

Phone:

Number of Rows:

You'll see a data preview as you assign each field for import. Once complete, click “Import”.

First Row Has Headers: ☒

IMPORT MAPPING

Match each import field to the import file's columns or type in a custom value to be used.

Council: Council Demo Council

District: District Demo District Anytown

UnitType: UnitType Troop

UnitNumber: UnitNumber 313

Email: Email frederickthegreat@gmail.com

FirstName: FirstName Fred

LastName: LastName Winston

Phone: Phone 569-855-8653

Number of Rows: 3

IMPORT

You'll see a green success box once imported.

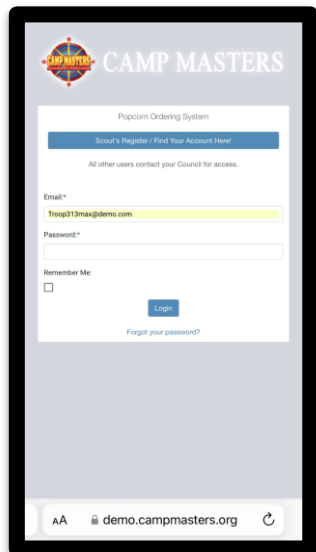
✓ Import Succeeded - Download and review the import file for details. [Click here to download the import results file.](#)

If you get an error, check your spreadsheet rows again carefully for typos.

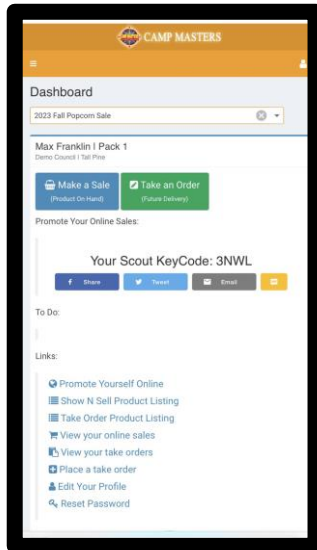
TAKE ORDERS by CASH or CREDIT CARDS

SCOUTS, PARENTS & LEADERS

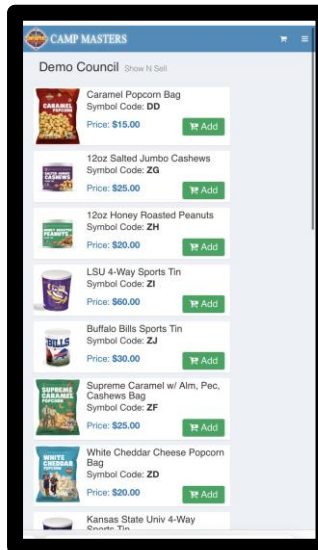
Follow these instructions to easily take orders and payment on your smartphone.



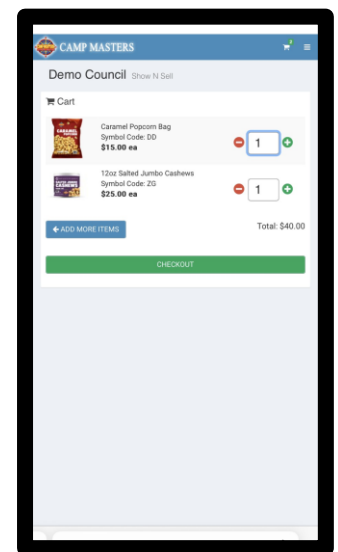
Login to CAMP MASTERS Dashboard



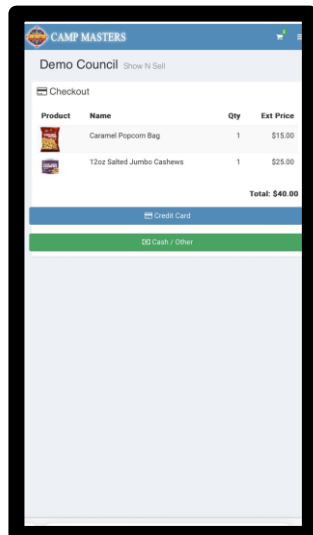
Click "Place a Take Order" from the dashboard



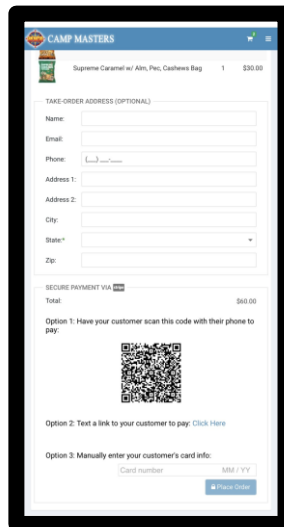
This will take you to the products page. Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart



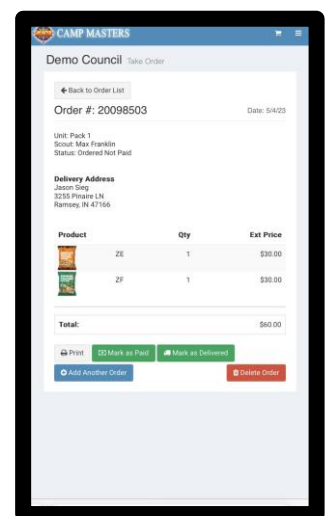
Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart.



A confirmation window will appear. You can either take cash or Credit card for payment



To take payment, you can:
1. Have the customer scan QR code for them to enter payment.
2. Text them so they can enter payment.
3. Enter Information manually.



Mark as paid and delivered if applicable.



YOUR POPCORN KICKOFF

A great popcorn sale starts with a great popcorn kickoff! Follow these simple steps to start your popcorn sale with a BANG and motivate your Scouts, parents and other volunteers.

1. **Set the Agenda.** Think of things that are fun and fast-paced. This helps build energy and excitement for the popcorn sale. Scouts will leave ready to earn their way selling delicious popcorn!
2. **Ask for Help.** Enlist others to help you pull off a fun and exciting popcorn kickoff! No need to try and take it all on yourself.
3. **Know Your WHY.** Share the exciting Scouting Program that this fundraiser will support. Talk about the activities and what the Scouts will experience. And reiterate that it can all be paid for by POPCORN! *(See pg 4 for additional info to share.)*
4. **Review the Forms.** Show Scouts the forms they'll be using in detail so they understand how to use them to promote the products and capture orders.
5. **Build their Profile.** Have each Scout register or update their profile at Camp Masters.org.
6. **Ready to Sell!** Add CAMP MASTERS to their phones.
7. **Sharing is Caring.** Explain how they can share their CAMP MASTERS profile link with friends, family and through social media.
8. **Cover What's Critical.** Spend some time explaining the different ways to sell, key dates for the program and Show & Sell locations.
9. **Focus on the Goal.** Motivate Scouts to take on the Unit Scout goal and to pick an awesome prize as part of their goal!
10. **Create a Memory.** End the night with a fun and memorable event. Scouts love to be part of the action. And they always love a good pie to the face of their Unit Leader!

