

Why should I sell popcorn? How do I sign-up to sell? How do I sell?

The popcorn sale is an annual fundraiser in Pine Tree Council. Info will arrive in the mail on 8/5. Money raised in the sale funds the Council and your Pack or Troop.

To sign up to sell, contact your Scout leader. If your Pack or Troop isn't selling, you can still participate as an individual – have a parent email popcorn@ptcbsa.org

Be safe – Your parent should supervise your sales – whether Show-N-Sell or door-to-door.

Flip the page for sales tips. You can sell **online** at trails-end.com, with product in hand going (a **Show-N-Deliver**) or at a location or event scheduled by your Pack or Troop (a **Show-N-Sell**), or door-to-door with your order form (a **Take Order**). Take Orders end in October, and you'll go back to deliver popcorn in late November. For all sales, remember to collect money now.

Know Your Product

The 2016 line-up includes products ranging from the \$60 Chocolate Lover's Tin to the \$10 Classic Caramel Corn.

Some products are ready-to-eat right from the package, and some products need to be popped.

Kettle Corn, Unbelievable Butter, and Butter Light are microwave-popped products. And at \$10, Popping Corn is amazingly popular for folks who pop it themselves.

The \$10 Classic Caramel Corn and \$15 White Cheddar Cheese are priced for straight-from-the-bag sharing on the couch or at the game.

Two products – Chocolate Lover's and Chocolatey Caramel Crunch are sold in metal tins.

Folks who want to support Scouting but don't want popcorn should consider making a popcorn donation to the military – available at \$30 and \$50 levels.

Set Your Goal and Seek Your Reward

More than 70% of popcorn sales fund local Scouting. The sale also includes prizes: Every selling Scout gets a patch or pin. Additional prize levels have been set for \$25, \$115, \$225, \$350, \$450, \$650, \$850, \$1000, \$1500, \$2000, \$2750, \$3500, \$4000, and \$5000. The Council's top seller will receive the grand prize – a L.L. Bean Atlantic Stand Up Paddleboard!

For more information, go to <http://popcorn.pinetreebsa.org/> or email popcorn@ptcbsa.org

Look Dapper – neat and trim in appearance – A Scout is Clean

- Wear your uniform to sell popcorn. Everyone loves to support a Scout in uniform!
- Introduce yourself with a smile.
- Remember a pen for your Take Order form, and to keep your writing neat.
- When selling at a Show-N-Sell event your Unit scheduled, stay in the designated area.

Have Gumption – spirited initiative – A Scout is Helpful

- Have confidence! The more people you ask, the more people will buy.
- Recognize that not every household will purchase – don't get discouraged.
- Let them know why you're selling – the back of the order form has more info.
- The better you know your product, the better you can sell it.

Mind Your Manners – A Scout is Courteous

- Stick to sidewalks and driveways, don't cut across the yard. Watch for traffic.
- Behave like a Scout.
- Remember to say "Thank You", even if they didn't buy.
- When will you be delivering the popcorn? Take Orders arrive in late November.

Be Safe – Your safety is our priority.

- Your parent should supervise your sales – whether Show-N-Sell or door-to-door.
- Never enter anyone's house. Never go with a stranger. Watch for traffic.
- Always sell in pairs, accompanied by an ADULT. Never sell after dark.
- Don't carry large amounts of cash.

Get Moxie – determination – The secret to selling is to ask!

- Ask your parents, your next door neighbors, your across-the-street neighbors, your hair salon, sports, insurance agent, grandparents, cousins, uncles, aunts, folks at your party, have your mom and dad take the order form to work or see if you can sell in their workplace, committees, clubs, gym, ask their friends, friends at your place of worship, and the rest of your neighbors.
- Follow-up with last year's buyers, and keep this year's order sheet so you can do this next year.
- Participate in your Pack or Troop's Show-N-Sells.
- With a parent, hand-deliver hand-written Thank You notes to recognize your supporters.