<table>
<thead>
<tr>
<th>Unit #</th>
<th>Price</th>
<th>Sales Amount</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Fundraising for the Future!**

Have fun selling! Use the following script to MAXIMIZE your sales. **"Excuse me, Sir/Ma'am, my name is __________ I am a scout with Pack/Troop __________ here in __________. We are selling popcorn to help pay for __________. You can help us by trying some of our DELICIOUS popcorn. You will help us, won't you?"**
How to have a GREAT Sale

It’s as EASY as 1-2-3!

Set a goal! • Pick a prize you want and go for it!

Be safe and smart! • POPCORN SAFETY TIPS
Always sell with an adult or buddy • Never enter a stranger’s house • Keep checks and cash in a separate envelope with your name on it • Always walk on the sidewalk whenever possible • Never sell at night • Wear your uniform • Always be courteous!

POPCORN SALES TIPS • Ten ways to make a popcorn sale
Ask your parents • Ask your relatives • Knock on your neighbor’s door • Ask your parents’ friends • Sell at your place of worship • Ask your parents to take an order form to work • Have “Super Sale Day” with your fellow Scouts • Sell door-to-door around your community • Visit businesses around your town for a corporate sale • Remind everyone Popcorn makes great holiday gifts!

Great Reasons to Sell Popcorn!!!

★ Everybody loves Popcorn!!
★ Popcorn is popular and 3 out of 4 people will buy when asked.
★ Prizes for your Scouts, and they love to earn prizes!!
★ 3 Ways to Sell - Door-to-Door/Take Order • Show and Sell • Online
★ Your Unit can raise enough funds for an entire year's program.
★ Scouts build confidence, self esteem, learn life skills, goal setting, and how to earn their own way.
★ Money raised stays local to support Scouts, Units and Council programs.

2019 Popcorn Sale Key Dates

June 6: Popcorn Kickoff (official start of Take Order Sale)
June 12: Michael Beck Sales Training Workshop
June 18: Popcorn Kickoff
June 30: Commitment to Participate in the Popcorn Sale
Aug. 13: Show and Sell Popcorn Orders due to CAMP MASTERS
Sept. 6-7: Show and Sell Popcorn Distribution
Nov. 4: Show and Sell and Take Order Sale Ends
Nov. 7: Take Order Sale due to CAMP MASTERS
Nov. 8-9: Show and Sell Popcorn Returns
Nov. 11: NO Show and Sell Popcorn Returns
Dec. 6-7: Take Order Sale Popcorn Distribution
Dec. 17: Final Payments Due and Prize Orders placed

CAMP MASTERS SCOUT ONLINE SELLING
@ WWW.POPCORNSELLING.COM

Friends and family can support Scouting from across the country by buying online
Consumer pays online and products are delivered directly to them
Your online sales count towards any PRIZE LEVEL GOAL!
Scouts can self-register at campmasters.org
PRIZE! Sell $400 online – receive $10 Amazon gift card!

CONTROLLING MORE PEOPLE = MORE SALES

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### CAMP MASTERS 2019
#### $3,000 & Up Club

NEW Camping Package! (2 person tent, 6-in-1 Grilling tool, Hammock, Aluminum Tactical Flashlight, Set of Walkie-Talkies, Swiss Army Backpack) OR American Express Gift cheque for 5% of total sales.

Example: $3000 = $150 gift cheques. Gift cheques rounded to the nearest $10.

CM High Achiever prizes are **not** cumulative. Select only ONE prize. See prize form for more details at campmasters.org.

#### DID YOU KNOW?
Scouts Online Sales at PopcornOrdering.com count towards your prizes!

**SELL $400 ONLINE**
**EARN $10 GIFT CARD!**

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### Fill-a-Form Promotion

Fill up a Take Order form and get an opportunity to win a $100 Amazon Gift Card. Increase your chances by filling up multiple forms throughout the five-month sale. Drawings will be conducted on August 30th, September 30th and November 30th.

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### PRIZE ORDER FORM

<table>
<thead>
<tr>
<th>Full Name</th>
<th>Pack/Troop #</th>
<th>Total Sales:</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Level</th>
<th>Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5,500</td>
<td>50' Dye-4-Cell Jewelry Stakes</td>
<td></td>
</tr>
<tr>
<td>$4,000</td>
<td>75' LED Flashlights</td>
<td></td>
</tr>
<tr>
<td>$3,500</td>
<td>50' Dye-4-Cell Jewelry Stakes</td>
<td></td>
</tr>
<tr>
<td>$2,750</td>
<td>50' LED Flashlights</td>
<td></td>
</tr>
<tr>
<td>$2,000</td>
<td>50' Dye-4-Cell Jewelry Stakes</td>
<td></td>
</tr>
<tr>
<td>$1,500</td>
<td>50' Dye-4-Cell Jewelry Stakes</td>
<td></td>
</tr>
<tr>
<td>$1,000</td>
<td>50' Dye-4-Cell Jewelry Stakes</td>
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</tr>
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<td></td>
</tr>
<tr>
<td>$650</td>
<td>50' Dye-4-Cell Jewelry Stakes</td>
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