



BOY SCOUTS OF AMERICA®
CONNECTICUT YANKEE COUNCIL



2020 Popcorn Sale Unit Leader's Guidebook



Ryan S. of Troop 9 in Stamford was the number one seller of Popcorn in 2019 for The Connecticut Yankee Council. Ryan (pictured above) on the cover of this year's Popcorn Leaders guide sold **\$10,495** in popcorn. Here you can see him proudly standing with all of the popcorn he sold.

Want to get on the cover for next year leaders guide? Work hard to sell more than Ryan did in 2019 in the 2020 sales and earn your spot on next year's cover! GOOD LUCK!!!!



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2020 Popcorn Sale

Welcome to the Popcorn Sale!

This year CAMP MASTERS® and the Connecticut Yankee Council are providing you with all the tools you need to have a great popcorn sale in 2020. CAMP MASTERS is committed to providing your Scouts, their families and Scouting volunteers with an excellent fundraising program, the best tasting popcorn and the products consumers prefer. It's proven!

We hope you'll use this guidebook as a step-by-step manual to planning, executing and enjoying the rewards of a successful popcorn sale. After all, we know that the most important part of the popcorn sale is what it allows your Scouts to do in their Program!

As always, we look forward to hearing from you. You can always reach us by calling 1-800-624-2060 or email customerservice@campmasters.org. We hope you will explore our website to check out other great Sales tools, downloads and best practices. Together, we can have a great year!

Sincerely,
Wilfred E. Sieg, Jr.
President
CAMP MASTERS Popcorn



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Fundraising for the future!

Unit Popcorn Kernel Checklist



- ✓ Attend and participate in the Popcorn Sales Training.
- ✓ Use the Fund Your Adventure worksheet to plan your year, make a budget and set goals (download from campmasters.org)
- ✓ Formulate a popcorn sales plan that includes the 3 methods of selling popcorn: Take Order Form, Show and Sell and Online Sales.
- ✓ Help get Scouts signed up with their own account in the CAMP MASTERS Ordering System
- ✓ Create a timeline of when all order forms, popcorn money and Scout prize forms will be due. Be sure to consider the key dates on page 10.
- ✓ Hold a Unit Kick-Off meeting for your Scout Families to inform and motivate them to help with your Unit's sale.
- ✓ Prepare hand-outs for your Unit Kick-Off meeting for both parents and Scouts. Hand-outs include:
 - Family Guide with prize brochure and order form
 - Key Dates
 - Sales Goals for the Unit and for the Scouts
 - A parent job description or list of expectations
- ✓ Promote a Corporate Popcorn Sale. Parents can take an order form to work and help boost their Scout's sales.
- ✓ Log in to the CM ordering system and complete the Unit Product Order, including your Scouts' Take Orders that the Scouts entered online, and submit
- ✓ Coordinate your Unit's popcorn pick-up and distribution.
- ✓ Distribute prizes upon receipt in a timely manner.
- ✓ Celebrate your Unit's success and use the money raised to provide an awesome Scouting Program Year for your Scouts to enjoy!

Planning and Goal Setting



SEPTEMBER		OCTOBER		NOVEMBER	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	
DECEMBER		JANUARY		FEBRUARY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	
MARCH		APRIL		MAY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	
JUNE		JULY		AUGUST	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	
Registration & Insurance	\$0	Enter the number of Scouts and your commission to calculate your goals:	Number of Selling Scouts in your Unit:	40	
Advancements	\$0		Your Unit's Commission	30%	
Uniforms	\$0		Unit Total Activity Cost and Expenses	\$0.00	
Scholarships	\$0				
Other Expenses	\$0				
Annual Total:	\$0				

Unit Sales Goal	\$0.00
Scout Sales Goal	\$0.00

Kickoff Planner



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



1. Plan ahead. Think of an agenda that will be fast-paced and FUN!
2. Emphasize WHY it is important to sell popcorn.
Communicate the exciting Scouting program and how families can cover all their annual expenses with one sale. CAMP MASTERS makes it easy to sell delicious popcorn so Scouts can spend more time having fun and less time selling popcorn.
3. Show Scouts the Take Order Form and their Prize Forms to highlight what they are selling and what they can earn from achieving their Sales Goal.
4. Remind Scouts they can use their Phone or Tablet to enter Customer's Take Orders electronically
5. Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
6. Motivate Scouts to set goals for their sales and to pick an awesome prize! CAMP MASTERS offers great High Achiever Prizes for top sellers.
7. Finish the evening with a memorable event, like throwing pies in the leaders' face or funny role-playing. A kick off will be exciting when Scouts are involved in the action!
8. Encourage your Scouts to Self-Register to sell online at www.campmasters.org



Councils, Units, and Scouts Log in here

Connecticut Yankee Council 2020 Popcorn Take Order Form



The Connecticut Yankee Council has partnered with CAMP MASTERS to offer you the BEST tasting products and the tins consumers prefer. Remember: Consumers can also order additional product from your Scout online at www.popcornordering.com

OVER 70% OF EACH DOLLAR GOES TO LOCAL SCOUTING

<p>ZZ Support the Military and Sporting Team!</p> <p>\$30 Military Donation</p> <p>\$50 Military Donation</p> <p>Choose New 12 and CAMP MASTERS #4 and 120 packs of popcorn from military personnel.</p> <p>Choose New 12 and CAMP MASTERS #4 and 120 packs of popcorn from military personnel.</p>	<p>A *1/2 War Chocolate Truffle Tin</p> <p>A Chocolate Truffle Center. The best Chocolate Truffle you'll find in a tin. Includes 1/2 cup of War Chocolate Truffle. Includes 1/2 cup of War Chocolate Truffle. Includes 1/2 cup of War Chocolate Truffle. Includes 1/2 cup of War Chocolate Truffle.</p> <p>\$50</p>	<p>ZA *1/2 War Frontier Tin</p> <p>A rich sampling of some of our finest frontier products that include Sweet & Salty Butter, Vanilla Caramel Popcorn, and more. Includes 1/2 cup of War Frontier. Includes 1/2 cup of War Frontier. Includes 1/2 cup of War Frontier. Includes 1/2 cup of War Frontier.</p> <p>\$40</p>	<p>P *1/2 War Classic Classic Tin</p> <p>Classic Truffle with a rich, smooth, and velvety texture. Includes 1/2 cup of War Classic. Includes 1/2 cup of War Classic. Includes 1/2 cup of War Classic. Includes 1/2 cup of War Classic.</p> <p>\$30</p>
<p>E *Huguenot Caramel Corn with Marshmallows, Pecans, and Caramel</p> <p>Soft and chewy caramel corn with marshmallows, pecans, and caramel. Includes 1/2 cup of War Huguenot. Includes 1/2 cup of War Huguenot. Includes 1/2 cup of War Huguenot. Includes 1/2 cup of War Huguenot.</p> <p>\$25</p>	<p>VV *Chocolate Truffle Caramel Popcorn</p> <p>Soft and chewy caramel corn with chocolate truffle. Includes 1/2 cup of War Chocolate Truffle. Includes 1/2 cup of War Chocolate Truffle. Includes 1/2 cup of War Chocolate Truffle. Includes 1/2 cup of War Chocolate Truffle.</p> <p>\$25</p>	<p>MM *1/2 War Maple Pecan Caramel Popcorn</p> <p>Soft and chewy caramel corn with maple pecan. Includes 1/2 cup of War Maple Pecan. Includes 1/2 cup of War Maple Pecan. Includes 1/2 cup of War Maple Pecan. Includes 1/2 cup of War Maple Pecan.</p> <p>\$20</p>	<p>SS *Sea Salt Tin</p> <p>Delicious light and crispy Sea Salt Popcorn. Includes 1/2 cup of War Sea Salt. Includes 1/2 cup of War Sea Salt. Includes 1/2 cup of War Sea Salt. Includes 1/2 cup of War Sea Salt.</p> <p>\$15</p>
<p>YY *1/2 War Sweet & Salty Butter Caramel Popcorn</p> <p>A sweet and salty caramel corn with butter. Includes 1/2 cup of War Sweet & Salty. Includes 1/2 cup of War Sweet & Salty. Includes 1/2 cup of War Sweet & Salty. Includes 1/2 cup of War Sweet & Salty.</p> <p>\$15</p>	<p>L *Caramel Corn</p> <p>Soft and chewy caramel corn. Includes 1/2 cup of War Caramel. Includes 1/2 cup of War Caramel. Includes 1/2 cup of War Caramel. Includes 1/2 cup of War Caramel.</p> <p>\$10</p>	<p>U *1/2 War Rock Salt Butter Caramel Popcorn</p> <p>A sweet and salty caramel corn with rock salt. Includes 1/2 cup of War Rock Salt. Includes 1/2 cup of War Rock Salt. Includes 1/2 cup of War Rock Salt. Includes 1/2 cup of War Rock Salt.</p> <p>\$10</p>	<p>V *Purple Popsicle Caramel Corn</p> <p>The ultimate popcorn with a purple twist. Includes 1/2 cup of War Purple Popsicle. Includes 1/2 cup of War Purple Popsicle. Includes 1/2 cup of War Purple Popsicle. Includes 1/2 cup of War Purple Popsicle.</p> <p>\$10</p>

ALL PRODUCTS TRANS FAT FREE and NON-GMO POPCORN
 *Contains Artificially Flavored & Virtually Fatless * Feather Light / Low Calorie

Thank you for supporting scouting

2020 Product Offerings

2020 Take Order Form

<p>Connecticut Yankee Council</p> <p>Form # 1000</p> <p>www.cyankeecouncil.org</p>	<p>OVER 70% GOES TO LOCAL SCOUTING</p> <p>Fundraising for the Future!</p> <p>Have fun selling! Use the following script to MAXIMIZE your sales. "Hi, I'm [Name], I'm with the Connecticut Yankee Council. We are selling popcorn to help fund our programs. You can help us by trying some of our GOURMET popcorn. You will help us, won't you?"</p>
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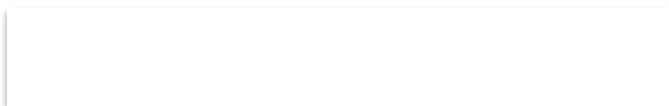
Scouts Register to Start Selling



*CURRENT SCOUTS – UNIT LEADER WILL ALSO EMAIL A SINGLE-SIGN ON LINK. When logged into the CM ordering system, from the Dashboard, the Leader selects “Setup/Invite Scouts”. The Dashboard will display the current list of Scouts in the system. Unit Leader can “click” the field to (1) email the single sign-on link to Scouts that are already in the system or (2) “click Add User” to add Scouts manually or (3) update information for any Scout.

ACCESS DIRECTLY TO THE CM ORDERING SITE WITH THE “EMAILED SINGLE SIGN-ON” LINK OR ACCESS VIA WWW.CAMPMASTERS.ORG FOR SIGN ON PAGE – see bottom left on screen “Council/Units/Scouts Log In Here”

LOG IN SCREEN, CLICK THE LINK FOR NEW SCOUTS TO SELF-REGISTER OR TO “FIND” YOUR SCOUT ACCOUNT.



** use google chrome or [firefox](https://www.mozilla.org/en-US/firefox/) web browser


Scouts Register to Start Selling



CAMP MASTERS

Let's find your unit!

Register



CAMP MASTERS

Let's find your unit!

- Pack 4071 / Greenville, MS
Contact: Michael Mansour, MD
Chickasaw Council / Washington
- Troop 4071 / Greenville, MS
Contact: Michael Mansour, MD
Chickasaw Council / Washington
- Pack 4071 / Milltown, IN
Contact: Amy Bauer
Lincoln Heritage Council / Lewis & Clark
- Troop 4071 / Depauw, IN
Contact: Linda Foster
Lincoln Heritage Council / Lewis & Clark
- Troop 4071 / Corydon, IN
Contact:
Lincoln Heritage Council / Non Active Units (Drop)



CAMP MASTERS

Let's find your unit!

Register



CAMP MASTERS

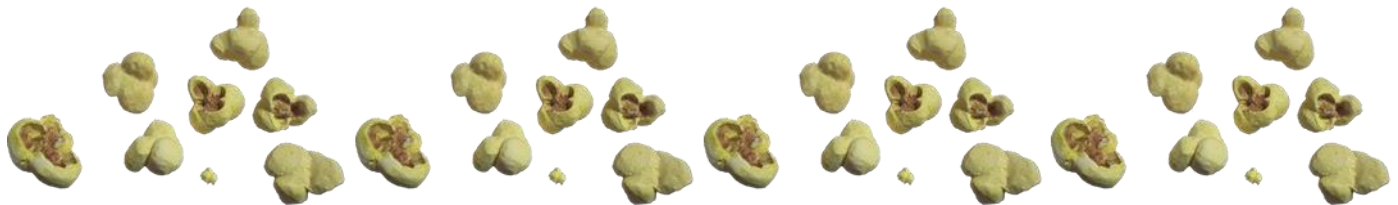
Check Your Email

We sent a confirmation to your email. Please use the link in the email to complete your registration.

2020 Popcorn Commission Structure



- 30% Base Commission for selling popcorn
- 1% Commitment Signup at www.campmasters.org by June 30th
- 2% Attend a Spring Kickoff (May 31, June 16 or July 21)
- 2% With 8% Growth over 2019 (New Units 8% over average 2019 Sale \$3,200)
- 1% New Unit Participation
- 1% Show & Sell Payments Received with Popcorn Pickup on 11/5 & 11/6
- 1% Take Order Payments Received with Popcorn Pickup on 12/4 & 12/5



******If payment is not received at the Council Service Center by the dates below, your unit will forfeit a portion of its commission******

- | | |
|-------------|------------------------------------|
| December 17 | 1% Commitment Commission |
| December 30 | 3% Kickoff & Commitment Commission |

Prize and Incentive Program



BONUS Incentive - FILL A SHEET

Every full sales sheet will be entered into a drawing conducted on August 31th, September 30th, and October 30th for a chance to win a \$100 Amazon Gift card.

BONUS LEVEL - Top Council Seller

The Scout with the highest dollar amount in sales (over \$5000) will win a Virtual Reality Headset OR a \$500 Amazon Gift card. **Must sell \$5000 to qualify.** This is in addition to your regular prize selection.

Council-Endorsed Prize Sheet



Pick a prize and set a goal! Scouts can earn great prizes from the Prize Program in addition to supporting your Unit's Scouting Year.

CHOOSE A PRIZE AND GO FOR IT!

Scouts can qualify for 80 M1 standard prize AND an additional CAMP MASTERS High Achiever Prize

 \$6500 <small>PRIZE LEVEL</small>	 \$4000 <small>PRIZE LEVEL</small>	 \$3500 <small>PRIZE LEVEL</small>	 \$2750 <small>PRIZE LEVEL</small>
 \$2000 <small>PRIZE LEVEL</small>	 \$1500 <small>PRIZE LEVEL</small>	 \$1000 <small>PRIZE LEVEL</small>	 \$850 <small>PRIZE LEVEL</small>
 \$650 <small>PRIZE LEVEL</small>	 \$350 <small>PRIZE LEVEL</small>	 \$225 <small>PRIZE LEVEL</small>	 \$115 <small>PRIZE LEVEL</small>
SELL 1 <small>PRIZE LEVEL</small>			
BONUS <small>PRIZE LEVEL</small>			

PRIZE ORDER FORM

Full Name _____ Post/Zip # _____ Unit #/Unit _____
 Level _____ Description _____

CAMP MASTERS 2019 High Achiever Prizes

\$3,000 & up Club
 NEW Camping Package!
 12 person tent, 4-in-1 Gelling
 tool, Hammock, Aluminum
 Tactical Flashlight, Set of
 Wildlife Tablets, Swiss Army
 Backpack, DIF American
 Express Gift-cheque for
 5% of total value.
 Retail value: \$3000 +
 \$100 gift cheques.
 Gift cheques: awarded
 in the amount of 5%.

All High Achiever prizes to be used towards M1.
 All prizes awarded prior to year have the value
 added to its responsibility.

DO YOU KNOW?
 Scouts Online Sales at
 PaperDirect.com count
 towards your prizes!

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

Fill → Form Promotion

 Fill up 3 Data Order Form August 26, apply online to
 win 1 \$100 Amazon Gift Card. Transfer your
 Address by filling up multiple forms throughout the
 Promotion. Gift Card change will be mailed in
 August 2019. September 2019 - 2nd November 2019.

Even MORE Prizes!!!



Encourage your Scouts to set goals and earn great rewards IN ADDITION to their prize program incentives. CAMP MASTERS offer High Achiever Prizes to further recognize your Scouts that sell \$3,000 or more!!!



2-person Tent

80" L x 50" W x 48" H; pack size is 25" L x 5 3/4" W x 5" H with a 4 lb. weight.

6-in-1 Stainless Steel Grilling Tool

The Grilling Tool includes a spatula, bottle opener, fork, silicone brush, can opener, corkscrew, and a 5 1/2" serrated knife. The tool unfolds to 16 1/2" long and the spatula/knife detaches from the fork and brush for easy independent use. The separate tools lock together and fold like a pocket knife to just 11 1/2" long for convenient storage. Includes Nylon carrying case.

Hanging Hammock

This single sized hammock (108" x 55") holds up to 300lbs.

Folds up into a 9"x6" pouch with a 1.33 lbs weight.

Aluminum Tactical Flashlight

Each flashlight features all aluminum alloy construction with textured 'sure-grip' finish, and the rear push button switch which provides four operating modes: High Beam, Low Beam (50%), Rapid Safety Strobe Flash, and 'SOS' signal message.

Cooking Set

This cooking set includes: Skillet, Pot, Lid (fits both skillet & pot), and utensils. All nestle together and fits neatly into a carry bag.



American Express Gift Checks

for 5% of total sales.

Example: \$3,000 = \$150 gift checks.

Gift checks rounded to nearest \$10.

Did you know? Scouts **Online Sales** at **PopcornOrdering.com** count towards ALL of your Prizes!! Sell \$400 Online CAMP MASTERS will email you a \$10 AMAZON.COM Electronic Gift Card



Key Dates and Contacts



DATE	ITEM	DONE
May 31st Virtually	Popcorn sale Kickoffs/trainings for bonus 2% Unit commission. <ul style="list-style-type: none"> • May 31st –Connecticut Yankee Council Popcorn Sale Kickoff. Sunday Via Zoom at 3:00 PM 	
June 16 th in person	<ul style="list-style-type: none"> • June 16th – Michael Beck ‘Sales’ Training, Council Resource Center 7:00 PM 	
July 21 st in person	<ul style="list-style-type: none"> • July 21st – ‘Last Chance’ Kickoff: 7:00 p.m. Council Resource Center 	
June 30 th	Deadline to submit sales commitment online for bonus 1% Unit commission.	
August 14 th - 16 th	Show and Sell Popcorn order due in campmasters.com website	
September 11 th & 12 th	Show and Sell Popcorn pick-up for Units (143 Furniture Row~ Milford, CT)	
November 6 th	Take-order product order and prize order due in campmasters.com website	
November 5 & 6 th	Show and Sell Popcorn product return (143 Furniture Row~ Milford, CT)	
November 5 & 6 th	For a bonus 1% Unit commission: Show and Sell payment due when you return your Show and Sell product	
November 16 th	Show and Sell Popcorn product return deadline~~ NO Show and Sell Popcorn product accepted after this date	
December 4 & 5 th	Take-order product distribution (143 Furniture Row~ Milford, CT)	
December 18 th	Final product pick-up and final payment due for 1% on-time payment Unit commission	
December 18 th	Last day for late prizes to be accepted	

Council Staff Advisor	Roger Stewart	203.241-6679	Roger.stewart@scouting.org
Council Kernel	Dave Shuford	203-984-2249	dave@reddingscouts.org
Powahay District	Jim Patterson	203. 814-2201	jim.patterson@scouting.org
Scatacook District	Danielle Simson	203. 856-5318	daniellesimson77@gmail.com
Pomperaug District	John Goyette	203-913-6282	John.goyette@gmail.com
Quinnipiac District	Jonathan Glassman	203. 701-8522	Jonathan.Glassman@scouting.org

Selling Methods



Scouts can sell well and safely by following these proven methods and tips.

Sell 3 Ways!

1. Sell with your Paper or Digital Order Form! Scouts can use this script to help build their confidence and salesmanship!

“Sir/Ma’am, hello my name is _____, I am a Scout with Pack/Troop _____ here in _____. We are selling popcorn to raise money for our unit to attend camp. You can help us by trying some of our DELICIOUS popcorn. You will help us, won’t you?”

2. Try Show and Sell! Arrange Show and Sell locations so your Scouts can be seen in front of high visibility storefronts or community gatherings. Be sure to plan in advance and communicate dates/locations!
3. Sell online! It’s easier than ever and you can help Scouts sign in and self-register that allows them to sell online through www.popcornordering.com . Also encourage Scouts to send emails out to all of their Family and Friends.

**** For Scouts to use the digital Take Order form and to sell online, they must be registered in the CAMP MASTERS ordering system**

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

10 ways to make a popcorn sale.

- Ask your parents.
- Ask your relatives. • Knock on your neighbor’s door.
- How about 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
- Popcorn makes great holiday gifts! • Visit businesses around your town for a corporate sale.
- Send emails to all family and friends

Show & Sell Return Policy

Show and Sell Return Dates

Friday, 11/5, 4:00-7PM

Saturday, 11/6, 8:00-11:00AM



Please Note: Your unit only needs to return the popcorn that cannot be used as inventory to fill your take-order sale

- 🌻 Campmasters has a no return policy, keep in mind the Council pays for all product that is ordered
- 🌻 Only unopened/undamaged popcorn containers/bags may be returned - must re-sellable
- 🌻 Do not mix product in the same case. Please adhere to case counts on the side of the box (Caramel Corn 8 containers/case etc.)
- 🌻 Do not write on the boxes
- 🌻 Complete your own inventory **using the take out and return slip** prior to return day so we are on the same page
- 🌻 When returning, stack your products in your vehicle by product so you can go around the return and track smoothly the first time (i.e. 5 cases of white cheddar together, 4 cases of caramel corn etc.)

🌻 **Additional Information**

ABSOLUTELY NO RETURNS WILL BE ACCEPTED AFTER 11/16/20 UNLESS PRIOR ARRANGEMENTS HAVE BEEN MADE BY FRIDAY 11/16/20

NO EXCEPTIONS!

Note: Because there is limited staffing to help if you return product to Council, if you bring more than FIVE cases back to Council other than on return day (11/5 or 6), **your unit will lose 2% of its base commission** as a restocking fee.



**Units attending
have averaged
a 14% growth
in their Sale**



- ✓ Goal Setting
- ✓ How to obtain the best locations
- ✓ The best way to present and merchandise the product
- ✓ Developing Sales Principles and Skills
- ✓ Supervision and Control
- ✓ Incentives

What Units are saying....

“Sold \$4,000 on our first day” - “The scouts are gaining enormous amounts of confidence”
– **Glen Sosnader**, Pack 369 – Cradle of Liberty

“On the very first day of sales, the Troop and Pack sold over \$3,000 worth of product! To us this was a huge success, because we had three locations in our small communities. So, the Troop and Pack have **sold \$4,000 in product in twelve hours** of selling in five locations in our small communities, more than the entire pack sold last year over a month! We are overwhelmed with the success of the program.”
– **Stacey Pawling** Troop 164, Mid America Council

“To our surprise, we were more successful than we imagined” – “We sold a total of \$12,900.” –
“I witnessed the boys develop their presentation and communication skills. It was amazing to watch them improve” – **Chris Heinzinger**, Cub master, Pack 73

“I was the only one from my District to attend Mike Beck's excellent presentation. Our Pack sold over \$10,570 this year, the first time ever to reach the \$10,000 mark.” - “And, my son who is not naturally very out-going is a lot more relaxed in public now. They both come home feeling very good every time we go out to sell. **It's a great confidence builder.**” –
Bob Mueller Pack 532, Choptank District

Wednesday, June 16th at Connecticut Yankee Council Service Center

6:00 pm ~ Pizza and Drinks

6:30 pm ~ Michael Beck Training begins

More Tips for a GREAT Sale!!!



ON-LINE SALES – Because of Covid -19 selling on line maybe one of the best ways to sell this year. The Scout goes online to www.campmasters.org with their parent to set up the on-line account and create an email database to email a message and link to the person they are selling to. This is a fantastic way to reach relatives and friends around the country or internationally.

Unit leaders can access Scout sales (click on the help tab for directions) to add the Scout's total sales for prizes. On the unit sales page, you can allocate show & sell sales for each Scout. When you enter the Scout's take order sales, the system automatically adds it in.

MILITARY SALES - Help show your support for our troops by sending popcorn to our military heroes, their families, and veterans' organizations around the world. Ask if friends and family members would like to make a donation either \$25 (silver donation) or \$40 (gold donation); of which 70% is invested back into Scouting. Consider making a donation goal of selling 3-5 of these per unit. A good place to sell may be at your local Police or Fire Department.

THE OFFICE - Mom and Dad...how many cookies have you bought from co-workers in the past? Well now it's your turn. Consider taking an order sheet to work and placing it in the break room. Or use your social media account to broadcast that your Scout is selling popcorn to fund his/her Scouting adventures! Either way you may sell an additional case or more over time; more commission for the unit.

