

2022 POPCORN SALE LEADER GUIDE



Connecticut Yankee Council

in partnership with

CAMP MASTERS
GOURMET POPCORN

WE'RE IN THIS TOGETHER

2022 is an unprecedented year in the lives of our Scouting families as we continue to recover from COVID-19. As we look ahead, the most important goal is keeping everyone safe and healthy at all times.

This year's popcorn sale will look and feel different for many of us. But your Council and CAMP MASTERS are dedicated to supporting you every step of the way. We are continually evaluating the current environment and recommendations with the best interests of everyone in mind. As the popcorn sale nears, we ask that you reach out to your Council regarding best practices and local safety guidelines.

As our Country takes the beginning steps towards recovery, we must continue moving forward as well. We need a united mindset focused on adaptability and resilience to keep the popcorn sale a vital part of funding your Scouting program in the coming year.

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

In 2022 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.

However, if there is anything you need to help fuel your popcorn success, please don't hesitate to reach out. Give us a call at 800.624.2060 or email our great team for assistance: customerservice@campmasters.org.

We are fully invested in your popcorn success!

Warm Regards,

Wilfred Sieg, Jr.
President



CAMP MASTERS
GOURMET POPCORN

CONTENTS

Letter from CAMP MASTERS	2
Learn With Popcorn	4
Important Contacts	5
Important Dates	6
2021 Product Selections	7
Commission and Prizes	9
Popcorn Policies	11
Leading Your Unit	12
Setting Up Scouts in Camp Masters	16
Camp Masters App	23
Take Orders on the Go	26

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.



IMPORTANT CONTACTS

Staff

Joe Andreo

Popcorn Staff Advisor

203-951-0518

Joseph.andreo@scouting.org

Jim Patterson

Powahay District Executive

203-951-0272

Jim.Patterson@scouting.org

Bill Reynolds

Pomperaug District Director

860-806-0530

William.reynolds@scouting.org

Mayra Torres

Scatacook Specialist

203-951-9321

Mayra.torres@scouting.org

Eric Brantley

Togo West District Director

203-876-6868

Eric.Brantley@scouting.org

Tami Gage

Togo West District Executive

203-543-6807

tami.gage@scouting.org

District Kernels

Joseph Ushchak

Quinnipiac Kernel

ushchakj@gmail.com

WAREHOUSE #1

Furniture Row

Milford, CT 06460

Bays TBA

203-951-0518

Joseph.Andreo@scouting.org



IMPORTANT DATES

Date	Event	Location
6/23	June Popcorn Kickoff	CYC Office Milford
7/13	Popcorn Training	St. Thomas Episcopal Church, Bethel
7/20	Popcorn Training	American Legion Post 12, Norwalk
8/3	August Virtual Training	7pm, Zoom Link will be sent out
8/5	Show & Sell Orders Due	campmasters.org
8/26- 8/27	Warehouse Pickup Show& Sell	Furniture Row
10/28	Show & Sell Returns Due	CYC Office Milford
11/4	Take Order Orders Due	campmasters.org
12/2-12/3	Warehouse Pickup Take Order	Furniture Row
12/16	Final Payments Due	CYC Office Milford
12/2	All Prize Orders Due	campmasters.org
TBD	Top Seller Celebration	TBA

2022 PRODUCT SELECTIONS

Show & Sell

6pk Butter MW	\$10
Caramel Popcorn Bag	\$15
Purple Popping Corn Jar	\$15
12oz Honey Roasted Peanuts	\$20
12pk Sweet & Salty Kettle Corn MW	\$20
White Cheddar Cheese Tin	\$20
Cinnamon Crunch Bag	\$20
14pk Extra Btr Roasted Summer Corn	\$20
12oz Salted Jumbo Cashews	\$25
Classic Trail Mix	\$25
Supreme Caramel w/Alm, Pec & Cash	\$25
22pk Movie Theater Extra Butter MW	\$30
3 Way Cheesy Cheese Tin	\$40

To pick up your popcorn, follow these vehicle recommendations:

- Midsize car holds about 20 cases
- Luxury sized car holds about 40 cases
- Minivan holds about 60 cases
- Large SUV holds about 70 cases
- Pickup Truck holds about 70 cases
- Rental Truck holds over 70 cases



2022 PRODUCT SELECTIONS

Take Order

6pk Butter MW	\$10
Caramel Popcorn Bag	\$15
Purple Popping Corn Jar	\$15
Chocolate Covered Pretzels Tin	\$20
12oz Honey Roasted Peanuts	\$20
12pk Sweet & Salty Kettle Corn MW	\$20
White Cheddar Cheese Tin	\$20
Cinnamon Crunch Bag	\$20
14pk Extra Btr Roasted Summer Corn	\$20
12oz Salted Jumbo Cashews	\$25
Classic Trail Mix	\$25
Supreme Caramel w/Alm, Pec & Cash	\$25
Chocolaty Drizzled Caramel Tin	\$30
22pk Movie Theater Extra Butter MW	\$30
3 Way Cheesy Cheese Tin	\$40
Tasty Trio Tin	\$60
\$30 Military Donation	\$30

Helpful Tip:
Before ordering your unit Take Order popcorn, remember to use up the remainder of your Show & Sell to fill the orders!



COMMISSION & PRIZES

Basic Sale Commission: 31%

No Prize Option: 35%



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 14</p> <p>18 - LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck 19 - Camera Evolution Supercars 20 - Leatherman® Surge</p>	<p>\$425 LEVEL 6</p> <p>18 - PlusPlus Saturn V Rocket 19 - 4 Wood Handle Knife w/ Case & BSAB Branding 20 - USB Rechargeable Headlamp w/ Motion Activation 21 - HEXBUG Nature Babies - Snow Leopard 22 - Grab Bag E</p>															
<p>\$4,000 LEVEL 13</p> <p>15 - Adventure Camp Package 16 - Dart Zone Pro MK 3 17 - LEGO Millennium Falcon</p>	<p>\$325 LEVEL 5</p> <p>13 - Zing Air ZooperBall 14 - Micro Dome Terrarium 15 - Fred the Flytrap 16 - Rosewood Multi Tool w/ Case 17 - Indoor Sticky Baseball w/ BSAB Branding 18 - Grab Bag D</p>															
<p>\$3,000 LEVEL 12</p> <p>12 - Swires Army CyberTool M 13 - HEXBUG Arena MAX w/ 2 Bots 14 - Coleman Sundome 15 - 4 Person Tent</p>	<p>\$250 LEVEL 4</p> <p>9 - Back Day Bag - 9 Items 10 - Waboba Fly Pies & Silicone Flying Disc 11 - Kettle/Whisk/Spoon Combo w/ Bottle Opener 12 - Kiffnart Animal w/ RSAB Branding</p>															
<p>\$2,150 LEVEL 11</p> <p>39 - LEGO Ariel's Underwater Palace 40 - Skullcandy Indy Evo Tric Wireless Bluetooth Earbuds 41 - FulaLake Drone</p>	<p>\$190 LEVEL 3</p> <p>6 - Survival Band w/ Fire Starter, Compass, & Whistle 7 - Carch Backpack w/ BSAB Branding Assorted Colors 8 - Single Lock Blade Knife 9 - Color Changing Watch/Pedometer</p>															
<p>\$1,650 LEVEL 10</p> <p>16 - Nulti Face Groundwork Backpack 17 - HEXMODS Fro Series Elite 18 - LEGO Hogwarts Magical Train</p>	<p>\$90 LEVEL 2</p> <p>1 - Fire Starter 2 - Pop It Rocket 3 - Compass Thermometer Whistle 4 - Pop Up Phone Stand Holder (Phone not included)</p>															
<p>\$1,250 LEVEL 9</p> <p>13 - LEGO Speed Champions Aston Martin 14 - HEXBUG VEX RC Black Widow 15 - Rechargeable 3-in-1 Lantern w/ Wireless Speaker</p>	<p>\$90 LEVEL 1</p> <p>0.1 - Popcorn Sale Patch 0.2 - Online Sale Pin 0.3 - Military Sale Pin 0.4 - Top Seller Pin Sell over \$1,000</p>															
<p>\$850 LEVEL 8</p> <p>28 - HEXBUG VEX Ambush Stinger 29 - 126-piece Tool Set 30 - Zing Bow w/ 4 Arrows 31 - 2-Person Waterproof Tent 32 - Grab Bag C</p>	<p>\$650 Bonus Club Scouts who sell \$650 in product will receive their choice of: 0.5 - LEGO Elsa and the Nokk's Ice Stable 0.6 - Subaru Model Eric's Cobra GT40 Car 0.7 - Hanging Hammock w/ Hardware</p>															
<p>\$625 LEVEL 7</p> <p>23 - 5pc Stainless Steel Mess Kit 24 - Zing Firetek Rocket 25 - Multi-Tool w/ Shovel & Ax 26 - Telescoping Fishing Pole w/ Reel 27 - Grab Bag F</p>	<p>Full Name: _____ Pack/Troop: _____ Total Sales: _____</p> <table border="1"> <thead> <tr> <th>Level</th> <th>Description</th> <th>Quantity</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> <p>Descriptions of Prizes Available at www.kellerprizeprogram.com</p>	Level	Description	Quantity												
Level	Description	Quantity														

CAMP MASTERS 2022 High Achiever Prizes \$3,000 & Up Club

Camping Package!
2-Person Waterproof Tent, Sleeping Bag rated on 20 degrees, Silicone Banded Headlamp... new with multiple changes in lighting, rechargeable through USB, durable 5 piece stainless steel camp cooking set with mesh bag for storage, Emergency Survival kit OR Visa Debit Card for 5% of total sales.

Example: \$3000 = \$150 debit card. Visa Debit Cards will be rounded to nearest \$10.

CV 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 amazon EARN \$10 GIFT CARD!

Connecticut Yankee Council
www.ctyankee.org
Council ID: 72CTY
For Popcorn Related Questions:
Council Office: (203) 876-8888
For Prize Related Questions:
GCC/Keller Marketing: (888) 551-5000

GUIDELINES to Select Prizes

- Prizes earned based on individual sales. No combining of sales with other Scouts.
- Sell any item receive the Popcorn Sale Patch.
- Sell \$600 & select your choice of prize at the 600 level.
- Sell \$190 or more & select a prize from the level you achieve or select prizes from the lower levels as long as the total of the prize levels does not exceed the prize level achieved. Example: If you sell \$225 in popcorn, you may select ONE prize from the \$625 Level or ONE prize from the \$325 Level and ONE prize from the \$250 Level.
- Parent's permission required until a Whittling Cut or Toilet Chip to order a knife.
- All prizes will ship to your Unit Leader.
- If a prize is no longer available a substitute of equal or greater value will be shipped.
- Turn in your prize order with your popcorn order.

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



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



SELL \$3000+ TOTAL
GET 5% BACK ON A
VISA DEBIT CARD



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



Unit Prizes & Top Sellers

Top Seller Celebration:

- 50 Top sellers in Council over \$1500
- Exclusive party date TBD
- Prize Giveaways

Council Top Seller Prize:

- \$500 Gift Card

POPCORN POLICIES

No Risk Show & Sell!

Extra Show & Sell popcorn can be returned by 10/28/22 to the CYC Milford Office for full credit. Remember to use extra Show & Sell inventory to fill Take Orders before returning or ordering additional products.

No Returns for Take Order

Returns are not allowed on any products after 10/28/22.

Prize orders Due by 12/2

Prize orders will not be accepted after 12/2. Prize orders should be placed by 12/2 to insure timely holiday delivery to the unit.

Additional Popcorn Needed?

Run out of popcorn after a successful Show & Sell? Contact Joe Andreo joseph.andreo@scouting.org or 203-951-0518.

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-N-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

My #PopcornSquad

District Kernel

Phone
Email

Assistant Kernel

Phone
Email

Kickoff Kernel

Phone
Email

Show-N-Sell Kernel

Phone
Email

Pickup Kernel

Phone
Email

Prize Kernel

Phone
Email

Communications Kernel

Phone
Email

- Attend Popcorn Trainings
- Plan Annual Scout Program (w/ Unit Committee)
- Review Commission Structure & Prizes
- 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
- Determine Per-Scout Fundraising Goal
- Secure Storefronts (as / where possible)
- Create Unit Timeline for Popcorn Sale
- Establish Guidelines for Popcorn Pickup / Returns & Money
- Confirm Show-N-Sell Locations & Times
- Prepare / Update COVID-19 Guidelines
- Place Unit Popcorn Order
- Host Unit Kickoff Meeting
- Prepare and Distribute Handouts
- Share Tips & Ideas for Selling Popcorn
- Provide Selling Incentives & Games for Scouts
- Coordinate Pick-Up / Drop-Offs at District Warehouse
- Encourage Scout & Parent Participation
- Share Selling & Marketing Strategies
- Help Scouts Share Their Online Selling Link
- Place Final Popcorn Order
- Order and Distribute Prizes
- Remit Product Payments to Council
- Contact District Kernel as Needed for Assistance
- Celebrate!



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:

<u>Program Ideas:</u>	<u>Other</u>
<u>Considerations:</u>	
Summer Camp	BSA
Registrations & 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/Personal Camping Equipment	
Assistance for Low-income Scout Families	

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 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. And a 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!



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.”

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

<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



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 interface for Troop 313. The top navigation bar is orange with the Camp Masters logo and the user's name, Jason Sieg. The left sidebar is dark grey with various menu items. The main content area is titled "Demo Council | Demo District Anytown | Troop 313 > Users". Below the title, there are tabs for "INFO" and "USERS". The "USERS" tab is active, and a menu is open with the "Remove" button highlighted in orange. Below the menu is a table with columns: Type, Key Code, First Name, Last Name, Phone, and Email. The table contains 7 rows of user data. The first row is a Leader named Jason Sieg. The next two rows are Scouts named Jacob Smith and Jeff Hawkins. The next two rows are Scouts named Jill Smith and Max Franklin. The last row is a Scout named Max Sieg. The "Remove" button is highlighted in orange in the top menu.

Type	Key Code	First Name	Last Name	Phone	Email
Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
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 interface for Troop 313. The top navigation bar is orange with the Camp Masters logo and the user's name, Jason Sieg. The left sidebar is dark grey with various menu items. The main content area is titled "Demo Council | Demo District Anytown | Troop 313 > Users". Below the title, there are tabs for "INFO" and "USERS". The "USERS" tab is active, and a menu is open with the "Send Sign-On Link" button highlighted in orange. Below the menu is a table with columns: Type, Key Code, First Name, Last Name, Phone, and Email. The table contains 7 rows of user data. The first row is a Leader named Jason Sieg. The next two rows are Scouts named Jacob Smith and Jeff Hawkins. The next two rows are Scouts named Jill Smith and Max Franklin. The last row is a Scout named Max Sieg. The "Send Sign-On Link" button is highlighted in orange in the top menu.

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

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

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

CAMP MASTERS Users / Scouts

Council: Demo Council District: Demo District Anytown User Type: Hide Inactive:

Layouts Export to Excel Export to PDF **Import Scouts**

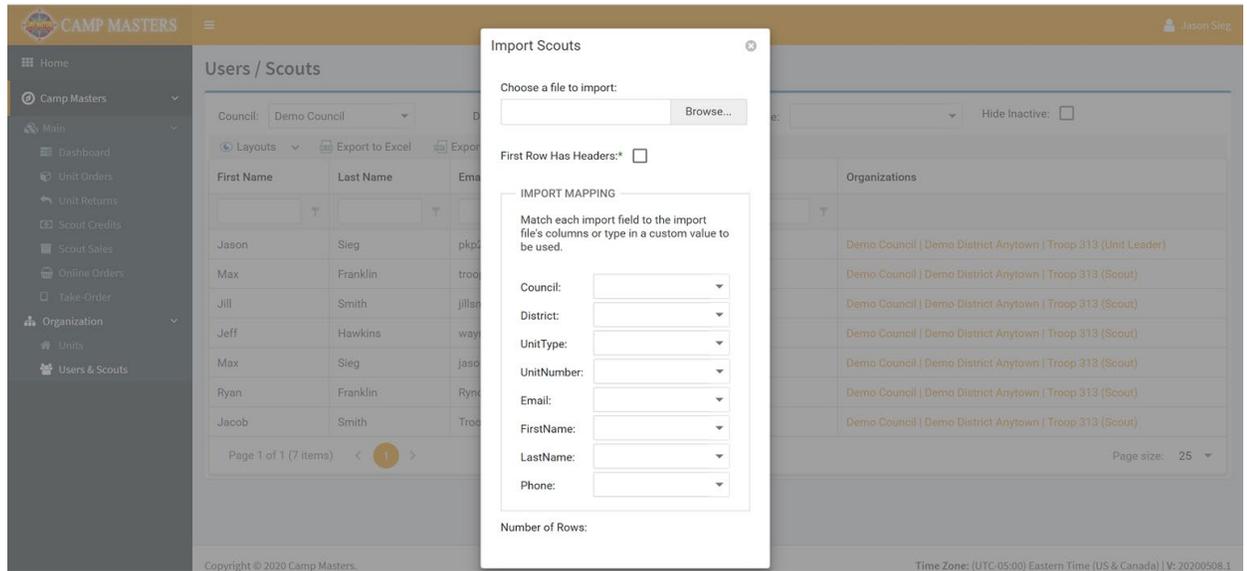
First Name	Last Name	Email	Organizations
Jason	Sieg	pkp25@yahoo.com	Demo Council Demo District Anytown Troop 313 (Unit Leader)
Max	Franklin	troop313max@demo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jill	Smith	jillsmith@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jeff	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)

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

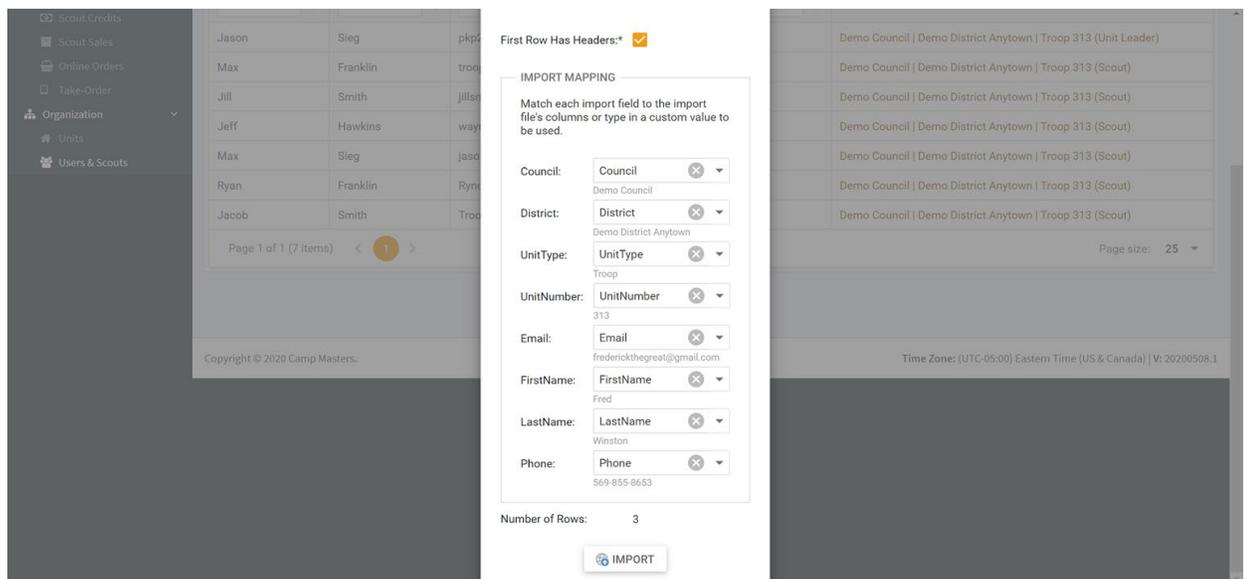
Copyright © 2020 Camp Masters. Time Zone: (UTC-05:00) Eastern Time (US & Canada) | V: 20200508.1

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.



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



STOREFRONT RECRUITING

You can never start too early in securing storefronts. Of course, it's going to be a bit different this year. And that means adapting your approach. Here are some of the best tips to help you do just that:

- Grocery stores and home improvement stores are both essential businesses. But they are receiving policies and procedures for Coronavirus from corporate. Make sure you approach the store/company Manager with this in mind. Do some research and find out the policies in place so you can adapt your approach and relate how Show-N-Sell will meet these guidelines.
- Right now, resources are tapped thin in these stores. Consider sending an email or leaving a message for the Manager to call you back. The reality is, you're not going to be their first priority right now. After a few attempts, and still no response, only then try going in person.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.
- Use the COVID-19 recommendations in this guide to help the Manager/Owner understand that above all else, safety comes first. This will help ease their mind while it is still uncertain what the fall recommendations will be.

SAMPLE EMAIL / SCRIPT

Hello [NAME],

This is [YOUR NAME] from Scout Troop [Troop #]. Our Scouts are holding our annual popcorn fundraiser this year. The funds raised supports their ability to participate in our local Scouting program.

Due to the coronavirus, it's going to look a lot different this year. However, with everyone's safety guidelines in mind, I wanted to reach out regarding hosting a Show-N-Sell at {STORE NAME} in [MONTH].

Much can change between now and then, so I'm not looking for a definite answer today. What I'd like to do is confirm you'd consider it and then reach back out for a yes or no as the date draws closer.

Can I reach back out in [A MONTH, A FEW WEEKS]?



SHOW-N-SELL SCHEDULING

You can manage your Show-N-Sell dates and volunteers within this table. Or look below for instructions to use an online management tool.

DATE	LOCATION	SHIFTS	NEEDED ADULTS AND SCOUTS
Ex. Sep 15	Harris Teeter St. Johns Avenue	8 - 10 AM	Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:

ONLINE SIGN UP INSTRUCTIONS

Video Training here:

1. Create a free account at [SignUpGenius.com](https://www.signupgenius.com).
2. Then follow these step-by-step instructions:
<https://www.signupgenius.com/faq/create-sign-up.cfm>

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 CAMPMASTERS.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 and 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!



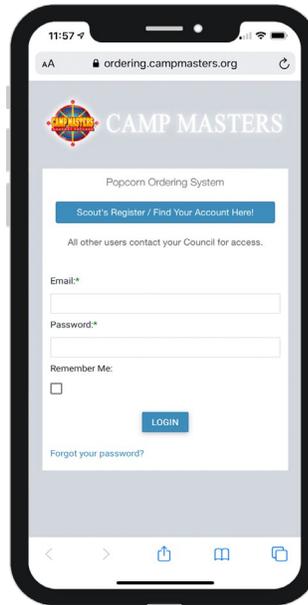
CAMP MASTERS APP

SCOUTS, PARENTS & LEADERS

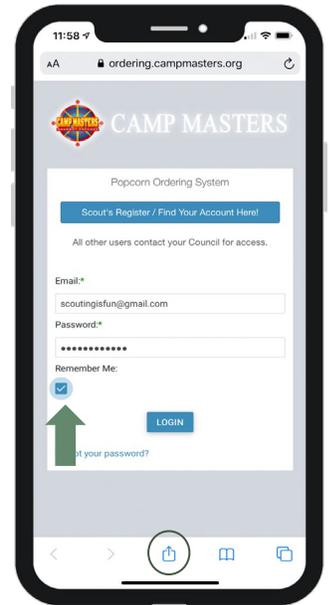
Follow these instructions to easily create a CAMP MASTERS app icon on your smartphone.



Open Safari
Chrome on Android

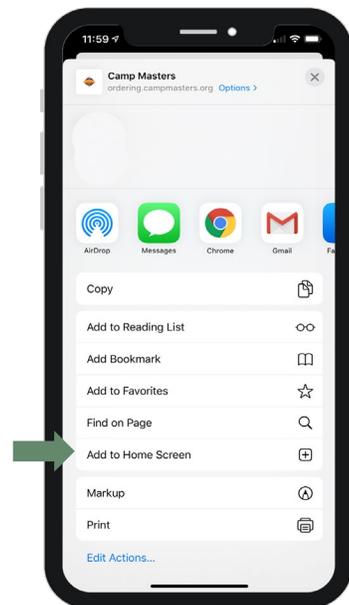


Go to
ordering.campmasters.com/Account/Login

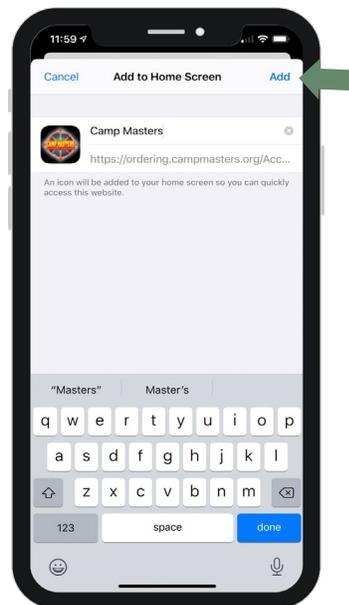


Enter your login and click
"Remember Me" then Login

Once on your dashboard, click
the menu button (circled icon
above)
(3 dots in upper right on Android)



Select "Add to
Home Screen"



Then click "Add"



Ready to sell? Click the icon!



ACCEPTING CREDIT CARDS

CAMP MASTERS has partnered with PayAnywhere to provide accounts and free readers to all Units. Just go to: payanywhere.com/campmasters



- **FREE app and FREE card readers**
- **Multiple device and multiple user ready**
- **No hidden fees....No monthly minimum fees, no setup fees, and no cancellation fees**
- **2.69% per swipe transaction fee; 3.49% + \$0.19 for keyed transactions**
- **Transaction fees removed from deposits automatically**
- **Funds within 24 hours of processed transactions**
- **Free Merchant Portal for detailed account activity and business intelligence reporting**
- **Create versatile item library with multiple products and prices or input charges directly.**
- **Safe and secure with immediate data encryption and PCI compliant and certified**
- **Live Customer Support via Phone and Chat**
- **www.campmasters.org/pay-anywhere**



CREATE YOUR ACCOUNT

Applying for PayAnywhere.



Head to payanywhere.com/campmasters to apply for your account. As the head of your Unit, you are responsible for your account. Use your information for the majority of the fields on this page.

The Boy Scouts of American National Council does not permit any regional or local councils, troops, packs, or units to use the National Council's Tax Identification Number (TIN) when applying for a merchant processing account.

Units should not use the Social Security Number of an adult leader. If they do, the IRS will attribute all banking transactions, unit purchases, etc., to that leader as an individual and they will be solely responsible for any tax related burden. Total transactions under \$20,000 do not trigger a 1099 however.

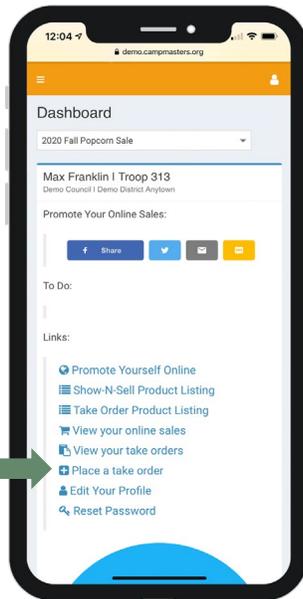
The screenshot shows the PayAnywhere account creation form. At the top left is the PayAnywhere logo. At the top right, it says "Prefer the phone? Call to register: 877.387.5640". The main heading is "How will you use PayAnywhere?". Below this are two tabs: "As a Business" (with a person icon) and "As an Individual" (with a person icon). A callout box points to the "As an Individual" tab, stating: "If you do not have a TIN, use the 'Individual' tab to apply for an account." Below the tabs is the section "Information about you, the principal of the company". It contains fields for: First name, Last name, Email, Phone number, Address, Suite / Apt #, Zip code, Birthday (Month, Day, Year), and Last 4 digits of SSN. There are also password fields: "Please create a password:" and "Confirm password:". A checkbox labeled "This is the same as the business address" is checked. A callout box points to the password fields, stating: "Be sure to write down your password. You will use it to log in to the PayAnywhere app and PayAnywhere inside." Below this is the section "Information about your company". It contains fields for: We are a: (dropdown), Industry: (dropdown), Business type: (dropdown), DBA name: (text), Federal tax ID: (text), Total monthly CC sales: (dropdown), Average ticket amount: (dropdown), and We have been in business for: (dropdown). A callout box points to the "Business type" dropdown, stating: "Select 'Non-Profit' + 'Charities & Nonprofits' + 'Fundraisers.'" Another callout box points to the "Total monthly CC sales" dropdown, stating: "Select '~\$20,000.'" At the bottom of the form, there is a checkbox "I have read and agree to the Terms and Conditions" and a large orange "CREATE ACCOUNT" button. Below the button, it says "This site and your information are protected by SSL encryption."



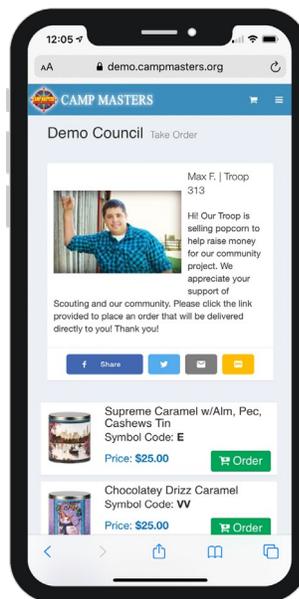
TAKE ORDERS ON THE GO

SCOUTS, PARENTS & LEADERS

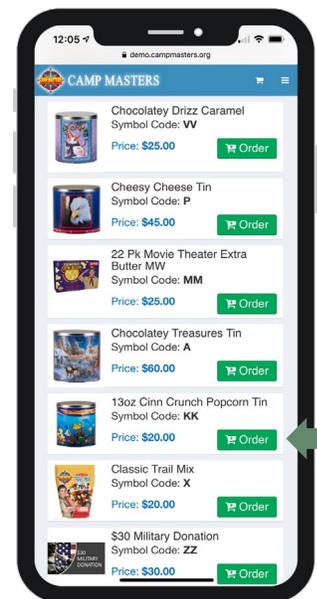
Follow these instructions to easily take orders and payment on your smartphone.



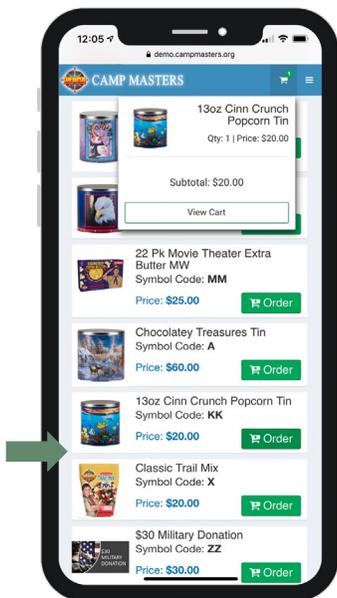
Click "Place a Take Order" from the dashboard



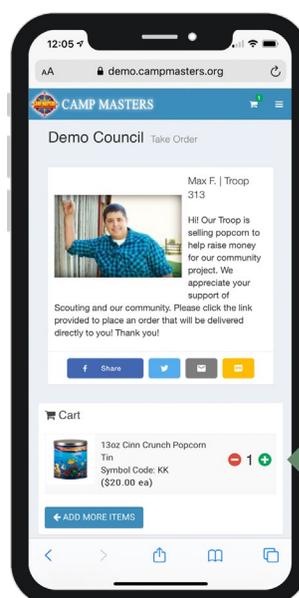
This will take you to the products page.



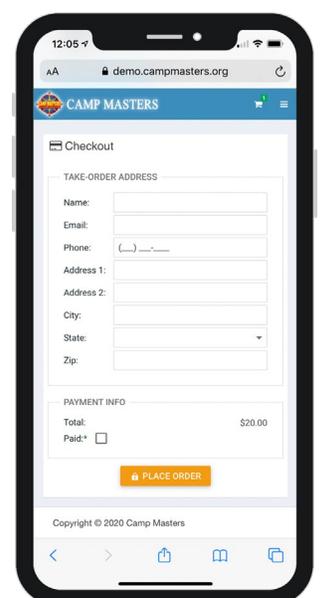
Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart.



A confirmation window will appear. You can either go to cart or continue adding items.



In the cart, you can change the quantity of the product if needed.



Complete the customer information.



CAMP MASTERS
GOURMET POPCORN

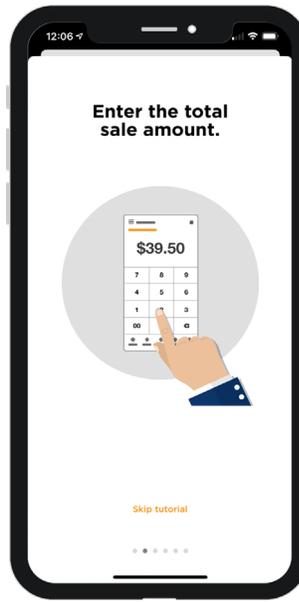
TAKE ORDERS ON THE GO

SCOUTS, PARENTS & LEADERS

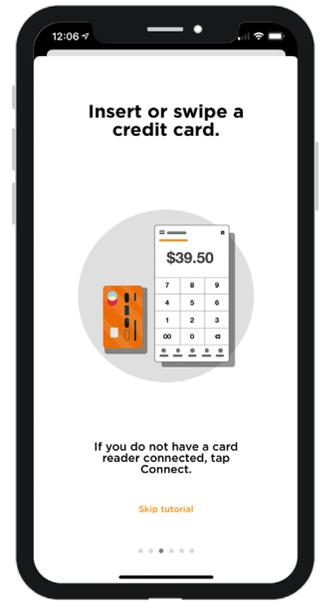
Follow these instructions to easily take orders and payment on your smartphone.



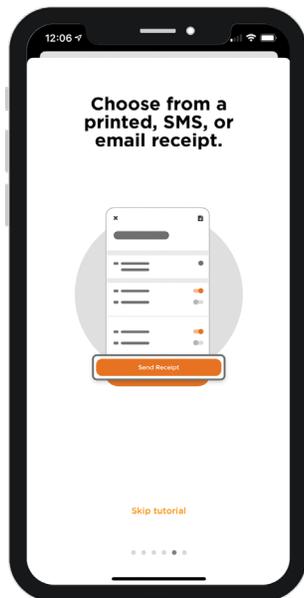
Return to your home screen and open the PayAnywhere app.



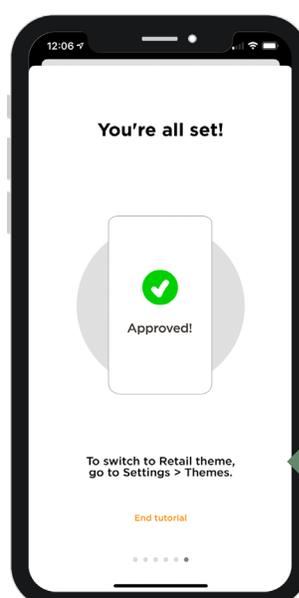
Enter the total charge.



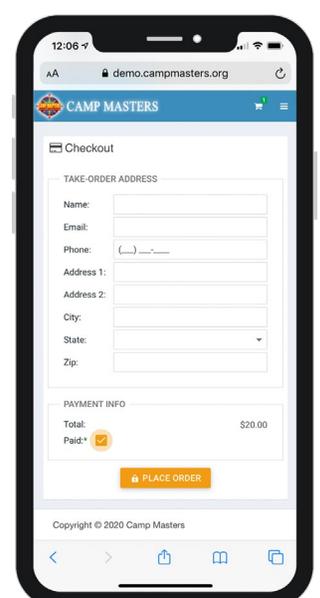
Insert or swipe the credit card depending on your reader type..



Offer the customer a SMS text or email receipt.



When you receive payment confirmation, return to CAMP MASTERS window.



Mark as paid and then tap the "Place Order" button.



WRAPPING UP YOUR SALE

- Final Invoices will be distributed with Take Order popcorn Pickup
- Final payment is due to Connecticut Yankee Council by 12/16
- All Prize Orders must be places by 12/2 to insure timely holiday delivery to the unit