

Storefront Guidelines

- First shift of the day will receive a sales shift sheet from me to list out all initial inventory levels that can be used to reconcile inventory at the end of each shift.
- Contact me anytime throughout the shift if you need more inventory, and we will try to keep you fully supplied at all times.
- Most storefronts, I will be available to setup the shift and to tear down, however a few nights I may need to coordinate with scouts/families to give them supplies ahead of time and or have you drop off supplies at my house at the end of the day.
- Storefronts will be equipped with card readers to attach to your phones. Card numbers can also be manually entered.
- Cash box with startup change will be issued at the beginning of each shift.
- The sales of the day will be distributed evenly across all scouts that participate that day.

Wagon Sales Guidelines

- I highly encourage wagon sales! This is the most bang for your buck. Some of the neighborhoods throughout Bloomington are absolute goldmines!
- If you have a store/high traffic area that isn't part of our standard storefronts, treat your wagon sale as you would a storefront. Note: please coordinate with the owner/management of that store ahead of time to confirm it is OK to sell there.
- I recommend you obtain some product from me ahead of time to sell at your storefronts. Each pack meeting throughout the sale campaign I'll have product kits that you can take home with you. You can still fill out order forms if you don't have product and deliver product later.
- Any issued inventory can only be kept for one week. This encourages active participation and early sales. An inventory sheet will be issued as inventory is distributed to aid in reconciliation.
- No cash will be issued for Wagon Sales. It is recommended to bring some cash of your own if you need to make change.
- Card readers can be issued if available, but for wagon sales you will likely need to manually enter credit/debit info.

On-Line Sales – Available to Sell Now!

- Send the link www.trails-end.com to long distance family/friends who would like to support scouting (or anyone for that matter). They will be able to search for your scout by name/pack, if you have registered your account via the app.
- Product delivered straight to customer.
- More product options available on-line.
- More reward points can be earned by scouts for on-line sales.

General note for both Storefront and Wagon Sales

- Each credit/debit transaction earns 1.25X reward points for each \$1 vs 1 X reward for cash/check. For ease of transacting and reconciling, credit/debit is also the preferred sale method over cash or check. Trails-end pays all credit/debit card fees. If parents are willing to use their credit/debit, it is easier to reconcile transactions for cash/check transactions and keep the cash. Bonus if your credit/debit card company allows you to earn points!

- Checks can be made out to Pack 196.
- Donations are accepted and 100% of the proceeds from them go to the pack! Note: Heroes and Helpers donations are like a normal product transaction but the product goes to Heroes and Helpers (Military, first responders, local food banks, et...)
- I'm always a phone call away if you need anything – 812-345-7625