

Pack 196
2025 Popcorn
Selling Campaign

Why Sell Popcorn?

Fund Adventures

- Pack T-shirts
- Pinewood Derby
- Christmas Parade Floats
- Council Events
- Advancements

Scouts Learn

- The value of hard work
- How to earn their own way
- Public speaking
- Salesmanship and people skills
- Setting and achieving goals
- Money Management

Scouts Earn

- Amazon rewards
- Free year of scouting
- Pie in Face (\$750 sold)
- Movie (\$1000 sold)

Ways to Sell

Online Direct

Sell online & ship directly to customers (\$6 flat shipping)

- Record in the app or share your online page
- Share your page via email or social media
- No handling products or cash
- Products and pricing may vary
- Available year round

Storefronts

Leverage high foot traffic locations reserved by Pack

- Signup to sell in front of a store
- One parent and one Scout is ideal to cover more hours
- Signup sheets are here for you

Wagon - Door to Door

Direct sales to family, friends and neighbors

- Parents may ask co-workers
- Be sure to mark sales as delivered or not and paid or not.
- Check out popcorn to deliver as you sell

Your Sales Pitch

Introduce yourself and where you are from

*Hello, I am **YOUR NAME** from Pack 196.*

Would you like to support Cub Scouts and all the adventures we have?

You can then show off your available popcorn.

If they don't have cash we do take Credit Cards.

Sales Tips

Always wear your Class A or B uniform

Ask the customer to Support Scouting and You

Speak clearly and always say 'Thank You'

Download the app and login in advance

The more people you ask the more sales you will get - Incentivise the "No"

Know your products

Know your favorite popcorn!

OVER 70% STAYS LOCAL!*



**WHITE
CHEDDAR
POPCORN**
\$20



**SALTED
CARAMEL
CORN**
\$20



**SWEET & SALTY
KETTLE CORN**
\$20



**POPPING
CORN**
\$20



**MICROWAVE
BUTTER
POPCORN**
\$25



SUPPORT OUR HEROES AND HELPERS™!

By providing your support to Scouting, you're helping bring heartwarming snacks to military personnel and their families, first responders and local food banks!



**MORE ONLINE PRODUCTS
& NUTRITIONAL FACTS**

ONLINE SCOUT ID:

Product images for illustration purposes only, actual product packaging may vary. Products, pricing and specifications subject to availability and change without notice. *Amount donated is calculated based on Trail's End Return to Scouts, see Terms & Conditions at portal.trails-end.com/legal/terms for details. All sales of Trail's End products may only be conducted by individuals authorized by Trail's End in compliance with all applicable terms of sale and agreements.

Goals

Individual Goal \$550 per scout

\$550 ~ Work 2-3 storefront shifts

\$550 ~ Sell 25-30 items sold in wagon sales or online

Other rewards

\$750 in sales earns you a pie in the face of your favorite leader.

\$1000 in sales also earns you a ticket and treats to a movie with the other \$1000 sale scouts.

Next Steps

Signup for an account at [Trails-end.com](https://trails-end.com) (Child's name, Guardian's name, Phone and Email)

Signup for storefronts on the papers here tonight

Download the Trail's End app and login on your phone so you are ready to take orders at storefronts

Storefronts start on Saturday September 6th

We have 120 - 2 hour shifts available - more can be added

You can also request to checkout popcorn to sell door to door