

## Pack 196 Popcorn Guidelines

### Storefront Guidelines

- First shift of the day will receive a sales shift sheet to list out all the initial inventory levels that can be used to reconcile inventory at the end of each shift.
- If you run low on inventory during a shift please contact the assistant popcorn kernel in charge of the weekend. Should be on the Inventory sheet
- Most storefronts will be setup and torn down by the assistant popcorn kernel for the weekend; however occasionally a scout family may be asked to do this as part of the first or last shift.
- Storefronts will be equipped with card readers to attach to your phones. Card numbers can also be entered manually.
- 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 time. 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 the products and deliver the products 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.

### **Online Sales - Available to Sell Now!**

- Send the link [www.trails-end.com](http://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 your customer.
- More product options available online/
- More rewards points can be earned by scouts for online sales.

### **General Note for both Storefront and Wagon Sales**

- Each credit/debit transaction earns 1.25x reward points for each \$1 vs 1 point 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 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, etc...)
- I'm always a phone call away if you need anything - 812-325-0521