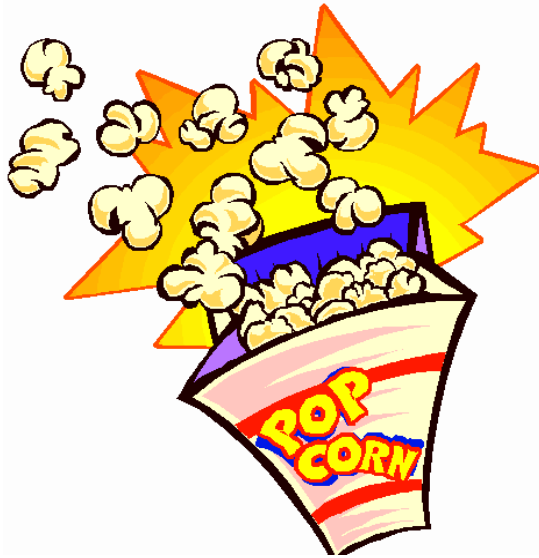


French Creek Council

2013 TRAIL'S END POPCORN SALE AND VIRGINIA DINER PEANUT SALE



UNIT INFORMATION PACKET

Unit Popcorn & Peanut Chairman
Job Description
French Creek Council
Spring 2013

Sale starts January 11, 2013.

1. Explain program to adult leaders in your unit and get them to buy into the sale and help sell. Complete commitment form and return to McGarvey Scout Service Center.
2. Distribute sales material (two popcorn and peanut sales pamphlets for each seller), motivate and train Scouts, help set sale goals and explain your incentive program.
3. Get boys excited about achieving their goals and set some Pack incentives to reward boys for achieving their goal. (extra prizes, ice cream or pizza party, etc.)
4. Oversee the sale by meeting with boys each week of sale and keep them motivated.
5. **Collect “Take-Order” forms from boys and submit to McGarvey Scout Service Center the following forms:**
 - The one page “UNIT ORDER FORM” for both popcorn and peanut orders.
 - Prize order form for popcorn. Scout Bucks order form if applicable.
 - \$1,500 sellers also need to submit Trail’s End prize sheet and bonus sheet.
 - Notify McGarvey Scout Service Center if you have any Scholarship winners (\$2500 sellers), or if prior Scholarship winners sold again (any amount).
6. Plan for **popcorn & peanut** pick-up at delivery location. Locations to be announced. An **invoice** for the peanuts & a **packing slip** for the popcorn will also be available at pickup. Distribute popcorn & peanuts to sellers for delivery to customers. **Customers’ checks should be made out to your unit.**
7. Collect money from sellers and have unit treasurer submit payment in the form of ONE CHECK FOR PEANUTS AND ONE CHECK FOR POPCORN payable to French Creek Council and send to McGarvey Scout Service Center, to be received no later than April 19, 2013.

UNIT SALES GOALS = Extra 4% Commission

Each unit is issued a Unit Sales POPCORN goal.

The goal will be \$250 times the number of boys registered in your unit as of 7/31/12.

Last year council's per-boy sales were roughly \$253 per boy – so it can be done!

If your unit has 20 boys based on the July 31st membership report, your goal will be \$5000 in total popcorn sales

Don't underestimate yourself or your Scouts!

French Creek Scouts sell more popcorn and peanuts per Scout than almost every other Council in America.

The 1% extra commission for the popcorn sale is earned by paying your balance on time and will be put into your unit awards account.

2013 SPRING SALE INFORMATION

1) Commissions

- Each unit who sells **nuts** will receive 37% Commission. No other incentives are available. This is an excellent return on your sale. Every boy that fills a sales sheet will be awarded a 2013 Peanut Patch.
- Base commission on **popcorn** is 33% and can be increased by 4% and/or 1%.

2) Dates. - We begin in January because we feel very strongly that you need to get your Unit up and running before selling anything. This will avoid the “welcome-to-Scouting-here’s-your-order-form” routine for new Scouts or crossovers.

3) Bonus Prize – In addition to the prizes offered through Trail's End for popcorn, we are offering the bonus prize of a chance in the drawing for a \$200.00 Gift card for every \$600.00 in product sales each boy sells. Copies of all Sales forms should be compiled and sent into the council service center as the boy reaches \$600 total product sales. This can be all popcorn or all nuts or a combination of both.

Every boy has an opportunity to be a winner if you get them excited about selling!!!

THE IDEAL YEAR OF SCOUTING

The “Ideal Year of Scouting” means one thing – being able to afford to deliver an exciting, FUN Scouting experience to every youth who joins.

In order to accomplish this, a Unit must first work out a budget. You know then what your expenses for the year will be. Don't be shy! Add registrations, Boys Life, Camp and every expense you plan to incur this year. This will stop you from needing to have further fund-raisers or hitting up your Scout parents for more.

From that point you divide that expense figure by the number of registered boys. Multiply that figure by 3 (because your base commission is 33%) and that gives you a rough per-boy sales goal.

If you are selling Popcorn/Peanuts then you will be able to determine roughly how many containers of popcorn/peanuts each boy must sell to reach that goal at an average cost of \$17.50 per popcorn item and an average of \$11.00 per nut item.

After the sale, do something really special for the boys who made (or exceeded) their goal. Let them squirt chocolate syrup and whipped cream on the Cubmaster (or other adult) and then stick popped popcorn all over. Kids love that kind of mess and it will be a great way to celebrate.

If done right, this plan can help you raise all the funds you need to operate this year.

If you would like a representative from the Council to come explain it to your Committee or parents, or for more information please don't hesitate to call us at 814-868-5571 or 800-851-2392 or your District Executive. Good luck!