Dear Scouting Family:

It is once again time for our annual Scouting Popcorn Sale.

There are 4 ways your Scout can sell popcorn:

**Show and Sell**

This method is designed to sell popcorn that your Unit Popcorn Chair signs out and picks up at a District warehouse drop-of point. Then at a location of your choice, you and the Scouts from your Unit sell the popcorn directly to the public. Suggested locations could include; Grocery Stores, Malls, Neighborhood Gas Station or any area with many patrons. Popcorn from this sale may be returnable by the full unopened case only. Please Note: customers who buy popcorn in the Show and Sell tend to buy the least expensive items. To **ensure success,** it’s our recommendation that your Scout also participates in the Take Order and Online Sales.

**Show and Deliver**

This is the best way to increase popcorn sales. The Scouts in your Unit take an order form and the product door to door in the neighborhoods. The Scout sells the product, delivers the product and collects the money all in one trip.

**Take Order Sale**

This sales method is the most effective way for your Unit to raise funds. The Scouts in your Unit take orders on their form and then deliver them to their customers. The order forms are turned in and one unit order is made. Many sales can be made just through asking relatives, friends, co-workers and neighbors. The popcorn is picked up by the Unit Popcorn Kernel and distributed to the Scouts who made the sales.

**Online Sales**

Customers can support your Scout from across the USA with Popcornordering.com. Your Scout can sell online to help earn their own way and fund their Scouting adventures! Scouts can self-register to sell online at [www.campmasters.org](http://www.campmasters.org).



Money raised during the popcorn sale will be used by your Unit to maintain and improve the quality of your Child’s Scouting Program that they have come to enjoy.

Furthermore, by participating in the Popcorn Sale, your Scout will have the chance to earn Merit Badges, Activity Badges and Achievements. They will have the opportunity to earn prizes, all the while having fun, gaining self-confidence and learning salesmanship techniques and lessons in financial management.

Besides the Scout prizes and the commission that your Unit earns, the Council will use their funds from the Popcorn Sale to improve the Scouting Program throughout your area as well.

Make sure your Scout sets a sales goal and “does their best” to achieve it. Don’t be shy, last year 4 out of 5 consumers who were asked, purchased popcorn, and they are sure to want even more this year! Your Scout should always sell with a friend, wear their uniform, smile, be polite and say “Thank You”. Please do not have your Scout sell after dark unless supervised by an adult.

Good Luck and have a successful Popcorn Sale. “Thank You” for your support of Scouting!!!