

POPCORN NEWSLETTER

10-8-13 "THE POPCORN SIGNAL"

Want your December Pack Mtg or Court of Honor at Base Camp for Free?

The unit that sells the most Popcorn during the Fall 2013 sale (Show and Deliver, Take Order and Online total by Oct 27) will have their December meeting hosted at Base Camp. Includes building rental, archery, climbing, pizza and door prizes. Valued at over \$800! Subject to date availability.

Halfway Point To-Dos

- 1. Host a Mid Sale Event.** Are your Scouts, regardless if they have product left or not, – SELLING TO THEIR GOALS? Here is the idea: ask all the Scout parents to get together at your unit's regular meeting place for a "Mid-Sale Event" and for them to bring their forms. Expect about half to show up. Bring snacks for everyone. If a Scout is at \$321, remind him what he gets for prize levels, and what he gets at \$600 (crossbow or climb). Let them play with the \$600 prize, and have some other games for them to play. Motivate!
- 2. Reward Scouts and parents with prizes.** Offer a gift-card for Scouts and a coffee or other gift card for the parents that reach goals your unit sets.

Tips of the week: A Scout came to the early return site and gave me the tip of the week. I asked: "How have you sold \$2000 already?" His response. "I ask my 4 year old sister to come with me door to door to hold and display the popcorn as I tell them why they should buy popcorn." We have decided to call that sales tactic, the Double cuteness factor.

Second Tip: Store Front/Blitz online sign up sheet. Allow parents to browse, sign up, swap and cancel. <http://www.signupgenius.com/> It is free for the creator and users. They have a template specifically for popcorn sales, and very customizable. When you create your signup, it automatically emails all your parents and tells them it is ready and gives them a link. As people sign up, it emails you a notification so you can keep track. From Casey N, Pack 444

Third Tip: Setup a dedicated email address that can be the central point of contact for popcorn. This will allow you to stay organized and in constant contact with parents. You can also keep the emails separate from your personal account. When the year comes where you pass the popcorn torch, you can pass on the email account and nothing changes. And, the new Kernel will have a history for what was done, documents used and learn from it. From Casey N, Pack 444

Email your tips of the week to popcorn@nsbsa.org for prizes



BLITZ PRIZES!

MAKRE SURE YOUR SCOUTS ARE HAVING THEIR PARENTS VISIT THE WEBSITE TO REGISTER FOR THESE BLITZ PRIZES!



PARENTS of Scouts need to visit the website listed below to register for them! Make sure they do!

- Sell \$250 by Sept 29 for the MN Vikings Ticket Offer
- Sell \$500 by Oct 6 for the MN Wild ticket offer AND the 2014 Base Camp Open house event.

Registration for Blitz Prizes at buyscoutpopcorn.com.

Need more Popcorn?

Run out of product after a great first two weeks? Order more product at superscoutnation.com and schedule a pickup at our warehouse. We have a limited amount of product available for those units who have run out of certain products. To help keep our inventory available, please make sure your Scouts are not "sitting" on a lot of product that will later get returned. Use Show and Deliver for Storefronts and Door to Door sales with people you don't see all of the time. Available inventory is updated as we get more, check back often.



Need Sales Forms?



Forms are at the following locations:

- St Paul Scout Office
393 Marshall Ave, St Paul, MN
- Golden Valley Scout Office
5300 Glenwood Ave, Golden Valley, MN
- Burnsville Scout Shop
14250 Plymouth Ave Burnsville, MN
- Mounds View Scout Shop
2218 County Hwy 10 Mounds View, MN