

# BOY SCOUTS OF AMERICA CHOCTAW AREA COUNCIL



## 2014 POPCORN SALES GUIDE



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Citizens  
National Bank

## THIS PACKET INCLUDES:

- ◆ Purpose, Theme & Goals
- ◆ Schedule and Incentive
- ◆ Contacts
- ◆ Popcorn Sale Overview
- ◆ Communications
- ◆ Bonus Incentives For Scouts and Parents
- ◆ Sales Methods
- ◆ 2014 Products
- ◆ Unit Kickoff
- ◆ Scout Selling Tips
- ◆ Unit Popcorn Sale Chair Checklist
- ◆ Unit Tools
- ◆ Placing Unit Orders
- ◆ Camp Masters
- ◆ Distribution Site
- ◆ Forms



**PURPOSE:**

Support Units as they provide the “Experience of a Lifetime” for their Scouts.

**THEME:**

*Time to begin the ADVENTURE!!!*

**GOALS:**

- ◆ **Strengthen Unit Programs** to effectively deliver the Scouting program with more trained leaders, improved programs, greater family participation, and increased camp attendance, which results in greater Scout retention.
- ◆ **Raise all the Money** your unit needs to fund its **ENTIRE** Program with the Popcorn Sale Plan as the one and only fundraiser.
- ◆ **On average, 70%** of the money raised stays local to support Scouting in your Unit and in the local council.
- ◆ **The Ideal Year of Scouting** will help you achieve your Unit’s dreams in Scouting and get more parents involved in the program.
- ◆ **Teach Scouts the life lesson** of earning their own way.

**STRENGTHENING YOUR PROGRAM:**

- ◆ Develop a solid financial foundation for all Units.
- ◆ Use the time and efforts parents are willing to give to Scouting in a more effective manner.
- ◆ Help Units provide the “Experience of a Lifetime” for their Scouts through proper planning, budgeting & goal setting.
- ◆ Train leaders and Scouts to create more “Yes” responses from consumers.
- ◆ Offer a program that will allow Units to raise all of their needed funds through one fundraiser.

**ADDITIONAL RESOURCES:**

Many resources to assist you and your Unit in the success of this Popcorn Sale are available and are too numerous to contain in this guide. We will make these additional resources and all of the information and forms contained in this guide available at [www.cacbsa.org](http://www.cacbsa.org) and at the Scout Service Center.



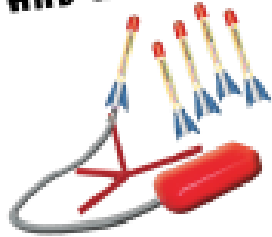
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### IMPORTANT SALES DATES:

Popcorn Kickoff and Sales Training	Tuesday, September 2, 2014
Show and Sell Orders due Council	Friday, September 5, 2014
Show and Sell Order Distribution to Units (MS Power)	Friday, September 19, 2014
Show and Sell Sales Begin	Friday, September 19, 2014
Show and Sell Ends	Sunday, October 19, 2014
Take order Sale Begins	Unit Kickoff Party after Council training Sept. 2
Take Order Sales due to Council	Wednesday, October 29, 2014
Show and Sell Returns and Dollars due	Wednesday, October 29, 2014
Take Order Distribution Date (MS Power)	Friday, November 14, 2014
Take Order Dollars due	Friday, December 12, 2014

**SELL \$600 AND RECEIVE A  
SKYLIGHT  
ROCKET**



### Fill-It Up Shooting Sports Day at Camp Binachi

All scouts who fill up a sheet will be invited to a free Shooting Sports Day at Binachi Shooting Sports, Camp Binachi where you will participate in a fun-filled day of age-appropriate activities in shooting sports and learn from the best instructors. Archery, BB Guns, rifle, shotgun, 3-D Archery, and hotdog roast to top it off. Date and details to be announced.

- ◆ Popcorn at [www.cacbsa.org](http://www.cacbsa.org)
- ◆ Prize Orders at [www.campmasters.org](http://www.campmasters.org)

### Contacts:

Scout Executive Ken Kercheval 601.693.6757 ken.kercheval@scouting.org  
Council Assistance Candace McRae 601.693.6757 candace.mcrae@scouting.org  
Seminole DE Brandon Booker 601.917.4596 brandon.booker@scouting.org  
Bobashela DE Juston Dean 601.562.5072 juston.dean@scouting.org



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# POPCORN SALE OVERVIEW

## *30% Commissions*

### *Unit Commissions can help with:*

- ◆ Advancement and Awards
- ◆ Providing Books and Materials
- ◆ Participation Fees for Activities
- ◆ Pack Blue & Gold Banquet
- ◆ Troop Court of Honor
- ◆ Registration and Boys' Life
- ◆ Camp and Event Fees
- ◆ Equipment Purchase
- ◆ Training Leaders
- ◆ Trips and Program Expenses

### *Unit Planning & Budgeting*

We have various methods and many tools to help you achieve your Unit's goal this year. Various resources to plan your programs, create a Unit budget, communicate your plan, and to put your plan into action are available. See your District Executive.

Units that have participated in our Ideal Year of Scouting – Unit planning, budgeting, and goal-setting program have realized the following benefits:

- ◆ Significantly higher Unit commissions
- ◆ Greater participation by Scouts and their family members
- ◆ Increased camp and event participation by their Scouts
- ◆ Increased rank advancements
- ◆ Increased retention in the Scouting program by participating Scouts



# Communication & Involving Families in the Popcorn Sale

The parent's role in the Popcorn Sale is very important. The involvement and encouragement of a parent has been proven to make a huge difference in the experience your child will receive this year. In addition, the quality of the unit – trained leaders, planning, regularly scheduled meetings and events, and immediate recognition will have an impact on your child.

When a Scout troop prepares for a hike, the equipment and supplies are distributed among all the members so that no one Scout is responsible for carrying the entire load. In this manner everyone and everything that is needed makes it to the planned destination. You are needed to help your Scout and their Unit be successful.

## *Here's what you can do:*

- ◆ Help your Scout set a goal to improve their chances of success.
- ◆ Make the Popcorn Sale a family affair.
- ◆ Help your Scout understand that their efforts are contributing to the success of their Pack, Troop or Crew.
- ◆ Make this an opportunity for your Scout to improve their communication skills and gain self-confidence.

## *What do I tell the parents?*

- ◆ Educate your families on the best use of their time to yield higher commissions
- ◆ Show them what your Unit (and their son) will get to do this year because of their participation in the Popcorn Sale fundraiser
- ◆ On average, 70% of Sales dollars support Scouting - Your Unit, the Scout, and the Council all benefit from the Popcorn Sale

## *Other Great Ways to Effectively Communicate*

- ◆ **Distribute a Unit Calendar** – Whether you create a monthly or yearly calendar, communicating dates early allows parents and leaders to plug important dates into their schedules. Remember, “The early bird gets the worm” to reduce schedule conflicts.
- ◆ **Create a Unit Newsletter** – A 1-page handout for parents of upcoming events, deadlines and contacts lets everyone know what's going on.
- ◆ **Collect E-mail Addresses** – A majority of households now access the Internet daily and use E-mail as a primary communication tool. It's cheap and easy (no printing of handouts) and *FAST* (great for reminders and the occasional change of plans).
- ◆ **Link to Resources already in place** – The council's Website [www.cacbsa.org](http://www.cacbsa.org) is full of resources for your Unit. Sales tips, budgeting worksheets, electronic calendars, E-newsletters, and much more.
- ◆ **Communicate in Your Community** – Don't forget about your Scouting friends in your area. Include your Chartered Partner, churches for member families, businesses and schools in your communications.



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# Contests & Incentive Programs

These additional bonus incentives are offered to every Scout, above and beyond the Council prize program option.

## ***Blitz Saturday, October 11, 2014***

- ✓ This year we are placing special prizes in “*Mystery Homes*” throughout the council on this day. We will work with unit leaders to establish assigned territories.
- ✓ A Scout that approaches one of the selected homes, and asks them to purchase some Camp Masters Popcorn will be awarded a special prize right on site. We have several very exciting **prizes**.
- ✓ These Scouts will also and get their picture taken for a feature article in the *Council Website*.

## ***Weekly fill it Up Sales Drawings***

- ✓ This contest is designed to encourage youth to get off to a fast start, and keep them excited throughout the sale. ***It is a take order only contest.***
- ✓ Specifically, Each Monday during the sale we will conduct a ***Fill it Up*** drawing.
- ✓ Scouts will have a chance to win for each order form they fill up and their names will remain in the contest if they are not drawn.
- ✓ *Example* \* If a Scout fills up 3 order forms he will have 3 chances to win. If his name is drawn for a prize he will still have 2 chances to win.

## ***Weekly Fill it Up Contest Continued***

- ✓ The most successful sellers will be those who go into the sale with a specific sales goal in mind, and a plan of action for the first two weeks figured out and ready to execute. They will be the ones who leave no stone unturned, and spend a day or two approaching each of the following prospects.
  1. Mom & Dad
  2. Their Grandparents
  3. Their Aunts & Uncles
  4. Their Next Door Neighbors
  5. Their Teachers
  6. Their Sports Coaches
  7. Friends of the Family
  8. Church Contacts
  9. Their Parents Co-Workers, Colleagues, and Clients
  10. Homeowners in Their Community (Door-to-Door Take Orders)
- ✓ To qualify, a Scout must sell **fill up at least one order form.**
- ✓ Unit Kernels must submit a copy (via mail, fax, or email) of the take order form(s) of the youth that qualify to the attention of Candace McRae at the council office by **Friday at 5:00 PM.**



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### ***\$1,500 Camp Masters Bonus Prize for Popcorn Sellers***

Each Scout that sells \$1,500 or more of popcorn will receive an additional prize from Camp Masters. Scouts may choose a \$50 Wal-Mart or Target Gift Card

### ***\$2,000 Camp Masters Bonus Prize for Popcorn Sellers***

Each Scout selling \$2,000 of popcorn will receive:  
Awesome Camping Package

**Or**

Hexbug Remote Control Robotic Spider



**American Express  
Gift Cheques**



### ***\$3,000 Camp Masters Bonus Prize for Popcorn Sellers***

Each Scout selling \$3,000 of popcorn will receive:

- ✓ 5% of their gross Sales in American Express Gift Cheques  
Example: \$3,000 in Sales x 5% = \$150 in Gift Cheques  
Gift Cheques will be rounded up to nearest \$10

**Or**

- ✓ Go Pro Hero Camera

**ONE LEVEL PER SCOUT – CAMP MASTERS PRIZES ARE NOT CUMULATIVE**

## ***Parent incentives for Scouts***

Parents can earn free Summer Camping for Cub Scouts, Webelos, or Boy Scouts. Webelos II must earn the Boy Scout Incentive.

- ✓ **(NEW)** Cub Scouts who sell over **\$400.00** earn a **FREE** Spring Family Camp up to 4 people at Camp Binachi and a special catered meal that weekend for the achievers and family (\$60.00 Value)
- ✓ Boy Scouts and 2<sup>nd</sup> Year Webelos that sell over **\$1500.00** earn a **FREE** week of summer camp at Camp Binachi. (\$225 Value)

Valid only at Choctaw Area Council Camps for the spring and summer of 2015 - Non-transferable.



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# SALES METHODS

## Take Order (Best Option for maximum Sales)

- ◆ Collecting orders from family, relatives, and friends
- ◆ Collect orders door-to-door, at church and at their parent's place of employment (for a Scout's safety, they should always be accompanied by an adult)
- ◆ The consumer writes down the order(s) on the Take Order forms
- ◆ The Scout then returns to deliver the popcorn and collect payment from the consumer
  - ★ **Can collect money up-front when taking order – Check your unit's policy.**

### Advantages:

- ◆ Highest Dollar Sales per consumer
- ◆ Highest probability for multiple product orders from individual consumers
- ◆ Consumer information collected for follow-up and additional orders

## Show & Deliver

- ◆ Selling door-to-door with the Take Order forms and product in-hand
- ◆ Allows Scouts to make the Sale, deliver the product, and collect the money immediately, all in one visit
- ◆ Only one visit per house to complete the Sale
- ◆ A highly productive use of a family's valuable time

### Advantages:

- ◆ High visibility for the Scouting program
- ◆ Higher Dollar Sales per Customer
- ◆ Only 1 visit per household
- ◆ Consumer information collected for follow-up and additional orders

### Disadvantages:

- ◆ Chance of running out and not having the desired products on hand. In this case, the order placed will go into the "Take Order" orders.

## Show & Sell

- ◆ Unit leaders arrange for a product display in front of a local store
- ◆ Consumers purchase popcorn directly from the Scout

### Advantages:

- ◆ High visibility for the Scouting program
- ◆ Opportunities to train Scouts in Sales presentations

### Disadvantages:

- ◆ Lower dollar Sales per customer (typically buy only lowest priced item)
- ◆ Decreases the opportunities for additional orders



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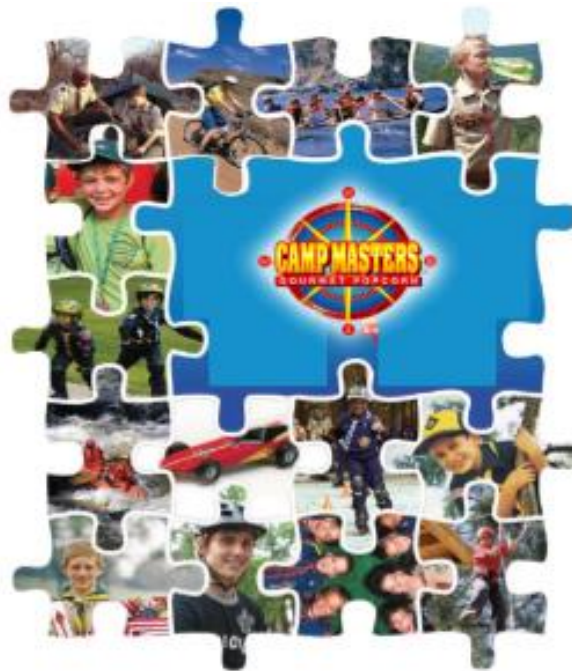
# ADDITIONAL SALE TYPES

## *Support Our Troops Option*

Consumers, Scouts and family members will have an opportunity to provide a few kernels of support for our active U.S. military men and women. This option will be available on the 2014 Take Order form from Camp Masters. Each purchase of the Support Our Troops option will create a donation of popcorn and Camp Masters will handle all of the shipping details. The \$25 Support Our Troops option will be one of the choices on the Camp Masters order form.

## *Business Sale*

A Business Sale (or Corporate Sale) is when a business or professional individual buys products to use as a recognition, Thank You or holiday gift for their business associates or clients. Many times these Sales can amount to hundreds of dollars at a time. The most successful of these is when the business or professional already has a relationship with the Scout's family. Our products make great gifts, and past recipients have been very pleased with their gifts and knowing that up to 70% of the cost of their gift will benefit Scouting programs. For large order coordination and shipping, call Ken Kercheval at 601-693-6757.



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## ***FALL 2014 POPCORN PRODUCTS AVAILABLE***

### **5-Way Chocolatey Treasures Tin - \$50**

A Chocolate-Lovers Dream. Our best Chocolatey products that will be a treat for any occasion. Includes: Chocolatey Caramel Corn, Chocolatey Pretzels, White Frosted Pretzels, White Frosted Caramel Corn, and delicious morsels of Chocolatey Covered Peanut Brittle.

### **3 Way Premium Tin – \$40**

A rich sampling of some of our most decadent products that include Supreme Caramel w/whole and crushed almonds, pecans & cashews; Chocolatey Caramel Corn, and our rich Butter Toffee Caramel Corn.

### **3 Way Cheesy Cheese Tin - \$30**

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese, along with a *zesty* Cheesy Salsa! (3 bags)

### **24-Pack Movie Theater Extra Butter Microwave Popcorn - \$25**

Popcorn perfectly seasoned with EXTRA Buttery flavor just like the movie theaters! This is America's #1 selling flavor!

### **24-Pack Variety Pack Microwave Popcorn - \$25**

6 – Movie Theater Extra Butter  
6 – 94% Fat Free Butter  
6 – Sweet & Salty Kettle Corn  
6 – White Cheddar Cheese

### **“NEW” Chocolate Drizzled Caramel w/nuts Tin - \$25**

Delicious Carmel Corn with nuts drizzled in rich chocolate in a beautiful collectors tin

**\$25 Military Donation** - Campmasters will send \$25 worth of popcorn to our military personnel.

### **Supreme Caramel Crunch with Almonds, Pecans & Cashews - \$20**

Buttery sweet gourmet caramel corn with whole and crushed nuts.

### **Chocolatey Caramel Corn - \$20**

Delicious gourmet caramel corn liberally covered with rich chocolate.

### **20-Pack Snack Size 94% Fat Free Butter Microwave Popcorn - \$20**

Portion control – only 100 great tasting calories per bag! Plus Trans Fat Free!

### **15-Pack Extra Buttery Roasted Summer Corn Microwave Popcorn - \$15**

If you like Buttery corn on the cob, you'll love this butter flavored popcorn!

### **14- Pack Kettle Corn - \$15**

A sweet and salty old fashioned kettle corn taste like the popcorn at old time county fairs!

### **10 oz. Carmel Corn Grab-N-Go Bag - \$10**

Same delicious taste of delicate and crispy gourmet caramel corn in NEW convenient Grab-N-Go bag.

### **7 pk Butter Microwave Popcorn - \$10**



*70% of ALL PROCEEDS from your sales will benefit our local scouting program!*



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# CONDUCTING A SUCCESSFUL UNIT KICKOFF

## *Make Your Kickoff FUN!*

Your Unit kickoff is the key to your success with the Popcorn Sale fundraiser. It is your first opportunity to present it to your Scouts and their families. First impressions are lasting ones. A well-organized and fun kickoff will help create buy-in and communicate the key aspects of the program.

### **Follow these 5 steps for a Successful Kickoff!**

- 1) Create a Popcorn Sale information/participation sheet for each family.
- 2) Communicate benefits and about how your entire program can be funded with one fundraiser.
- 3) Communicate Goals; have the boys write their goals on the order forms.
- 4) Train your Scouts to be successful.
- 5) Reinforce the training and information with repetition - Do a skit or fun activity.

### *Set a Goal*

As the old saying goes, "The hardest goal to hit is the one you don't set". By following the Unit budget plan and communicating with your parents about your Unit's activities and needs, you will create buy-in. Setting a "Per Scout Goal" allows everyone to know what the minimum needs are financially in order to operate your programs. It is suggested that you include annual registration fees and camp fees to this goal amount.

**Example:**

<b>Goal for Each Scout</b>	<b>one complete order form approximately \$347</b>
<b>Commission Rate</b>	<b>30%</b>
<b>Unit will receive</b>	<b>\$104 for each Scout meeting his goal</b>

### *Train Your Scouts*

Train your Scouts (Salesmen). Do not assume that just because a Scout is a Scout that he is a Salesman. This can be the single most important thing you do to make your Sale a success.

- Role playing and other rehearsal techniques are very effective.
- Games, DVDs, videos and other tools.
- Remind Scouts of Safe Selling Guidelines.



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# SCOUT SELLING TIPS

## *Remember to promote Scouting and its benefits*

1. Always wear your class A uniform
2. Never sell alone or enter anyone's home
3. Practice the five principles for a successful presentation
  - a. State who you are-First name only.  
*"Hi Sir, my name is Brian."*
  - b. Where you are from  
*"I'm a Cub Scout with Pack \_\_\_ here in town."*
  - c. What you are doing  
*"We're working very hard to try and help raise money for our scouting activities for this year."*
  - d. What they can do to help you  
*"You can help us by buying some of our delicious Popcorn!"*
  - e. Close the Sale  
*"You'll help us, won't you?"*
4. Be polite and always say "Thank You".
5. Always walk on the sidewalk and/or driveway.
6. Keep your Take Order forms each year for repeat customers.
7. Have mom and/or dad take an order form to work.
8. Plan on how many Sales you will need to reach your Sales goals.
  - a. Determine whom you will ask to help you reach your goal.
  - b. Remember, "two out of three people will buy when asked".

## *Scout Reminders:*

- ◆ **Trustworthy** Be honest when telling a customer how great the products are and how their purchase will help provide for your Scouting experience!
- ◆ **Loyal** Never, ever give up. "Do Your Best."
- ◆ **Helpful** When describing the products, always hold up the picture of the products so the customers can see them. Be prepared with an extra pen or pencil.
- ◆ **Friendly** Always Smile!
- ◆ **Courteous** Always be Polite.
- ◆ **Kind** Always say "Thank You" even if they do not place an order.
- ◆ **Obedient** Follow the directions of the Sale supervisor and parents.
- ◆ **Cheerful** Call the customer by name if you know it.
- ◆ **Thrifty** A Scout helps to earn his own way.
- ◆ **Brave** The worst someone can say is, "No." A Scout bravely embraces new challenges.
- ◆ **Clean** A Scout wears his clean uniform with pride.
- ◆ **Reverent** Scouts keep priorities in order; Respect for God, family, others & self.



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# Checklist for UNIT Popcorn Sale Chair

- Complete a Unit Commitment Card on paper and submit it to your District Executive or to the council office.
- Attend the Council Program Kick-off and Popcorn Sale Sales Training.
- Using your Unit's Annual Budget Plan and working with your Unit's committee and leaders, establish a Unit Sales goal. Calculate a "per Scout" average Sales goal.
- Decide when you want Take-Order forms, prize forms and money turned in to you. Please allow at least one week for processing and/or any late orders before the Council's deadlines. Arrange your own "Final Payment" deadline so you can pay your Unit's full balance by the Final Payment Deadline (see calendar).
- Prepare handouts, promotional pieces and Sales packets for your Unit's Popcorn Sale Kick-off.
- Conduct a FUN Unit Popcorn Sale Kick-off for parents and Scouts. Make it exciting and communicate the benefits of the Sale.
- Order product for Show & Deliver by deadline at [www.campmasters.org](http://www.campmasters.org) or by submitting a Unit Order form to the Scout Service center.
- If your Unit is participating in a Show & Sell, obtain permission from a responsible individual (store manager, etc.) for each location and time.
- Monitor Sale efforts from week to week. Encourage and reward Sale participation by recognizing interim Sales leaders at Unit meetings. Consider using inexpensive prizes to sustain excitement among the Scouts.
- Leftover Show & Deliver product and money for the Show & Deliver phase of the Sale are to be paid at the Scout Service Center before the deadline. *Make one check payable to Choctaw Area Council.*
- Compile all Scout Sales forms and calculate your Unit's final order. *Utilize any remaining Show & Deliver popcorn product to fill final orders.* Submit your Unit's order at [www.campmasters.org](http://www.campmasters.org) or by submitting the Popcorn Take-Order form to the Council Service Center.
- Calculate your Unit's Prize Order and submit your order at [www.campmasters.org](http://www.campmasters.org) or by submitting the Prize Order form to the Scout Service Center.
- Coordinate someone to pick up your Unit's Take Order popcorn product at the distribution location.
- With the assistance of your Unit's Treasurer, monitor that you receive all payments from each Scout.
- Tell Scouts to have their customers make checks out to the Pack or Troop.
- Make final payment for your Unit's products before the deadline and with **one** check payable to Choctaw Area Council.



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# TOOLS FOR UNITS

## *Unit Budget Tools*

There are tools that have been developed to help you plan your Unit's Annual Program Plan and Budget. With any of these tools, the budget calculations also translate your program into Sales goals for each Scout. The Scouts and their parents will literally see what their fundraising efforts accomplish in a tangible way.

- ◆ The Unit Budget Form is included with your Unit's packet and available online to guide your planning.
- ◆ Excel templates that include formulas to automatically calculate totals and goals are available at [www.campmasters.org](http://www.campmasters.org).

## *Helpful Hints for Organizing Your Sale*

- ◆ Organize your Sale by Den or Patrol.
- ◆ Make sure the Scouts stop at every house, especially on their street.

## *Helpful Hints for the Scouts*

- ◆ Scouts should be assigned "Buddies" because they should always sell in pairs.
- ◆ It is suggested that Scouts collect payment when the product is delivered to the customer. Do not leave the product with a customer until it is paid for.
- ◆ Scouts should always have adult supervision and should never sell after dark.
- ◆ Scouts should not carry large amounts of cash while delivering popcorn.
- ◆ It is helpful for Scouts to count aloud when giving change to the customer.
- ◆ Be Prepared.... Always have an extra pen or pencil.

## *Unit Incentives for Scouts*

Having an additional incentive plan specifically for your Unit is a great way to enhance your Popcorn Sale and provide immediate recognition. Units that do not participate in the Council Prize Program are highly encouraged to create and offer their own prize program for Scouts and their families to receive a benefit from their participation and efforts.

Above all, make it FUN! Parents appreciate the financial benefits of the Sale but the boys just want to have fun.

## *Sample Unit Incentives*

- ◆ All Scouts that fill up an entire order form are entered into a drawing for cool prizes.
- ◆ Pizza or skating party for Scouts that reach the goal set by the Unit.
- ◆ The top-selling Scout will shave the head of the Unit Chair or a leader.
- ◆ Gift Card to the week's highest seller.
- ◆ All Scouts that reach the Unit goal get entered into a prize drawing.



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# PLACING YOUR UNIT'S ORDERS

## *Online*

We encourage you to place your Unit's orders online. More information about this is available at [www.campmasters.org](http://www.campmasters.org).

## *Popcorn*

A Unit leader or Popcorn Sale Chair must register with the Council to be given access to the popcorn ordering system. Please complete a Unit Commitment Form (included in the Forms section).

Popcorn products can be ordered at [www.campmasters.org](http://www.campmasters.org), and their system will calculate your order and send you confirmations on your orders.

## *Prizes*

Units can place their orders online at [www.campmasters.org](http://www.campmasters.org). You may select your Unit's delivery location, and you will also receive confirmations that the order has been placed and when it has been shipped. All Units may order Sale patches for their participating Scouts.

## *Fax & In-Person Orders*

If you would still prefer to fax or submit your order in-person, you may do so with any of the Unit order forms in this guide. **Fax: (601) 693-6758**

## *Individual Scout Orders*

Scouts should give all order forms to their leader to tally by Unit. Only registered Units are to place an order with the Council. Districts and the Council are not responsible for collecting orders from individual Scouts.

## *Tips & Reminders for Unit Orders*

- ◆ Please use care not to expose chocolate products to *temperature extremes above 72 degrees.*
- ◆ Remaining Show & Deliver product may be returned before the deadline for credit. Unit is responsible for paying for all products not returned before the Show & Deliver payment deadline.
- ◆ Units may choose to fulfill orders taken in the Take Order part of the Sale with remaining Show & Deliver product. Units will be responsible for paying all Show & Deliver product before the Show & Deliver payment deadline.
- ◆ Products ordered in the Take Order phase of the program **CANNOT BE RETURNED.**



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# DISTRIBUTION SITE:

**Mississippi Power Company Service Center  
3118 HWY 45 North  
Meridian, MS 39305**

This site will be used for both “Show and Sell” &  
“Show and Deliver” on **September 19<sup>th</sup>** &  
“Take Order” pick up on **November 14<sup>th</sup>**  
You can pick up your order from 3:00 PM - 6:00 PM

## *Unit Product Delivery Tips*

- ◆ We encourage Units with large orders (anything over 50 cases) to use large trucks or a trailer to pick up the Unit’s products. Many of the truck/trailer rental agencies extend discounts to Scout groups.
- ◆ Units will be given a block time to pick up. For the consideration of other Units that have scheduled pick-up times, please arrive no earlier than 10 minutes before your appointment time. If your Unit will be moving product with several vehicles, make sure all vehicles enter the distribution site at the same time.
- ◆ Please make sure you have enough vehicles to handle your order.
- ◆ Distribution sites are busy and potentially dangerous; do not bring young children and pets.
- ◆ The Mississippi Power distribution site is a working business that generously allows us to use their space and equipment to distribute orders. Please do not contact these businesses directly or arrive before or after the time periods allocated for our use.
- ◆ A Unit Chair or leader **must** count the order before vehicles are allowed to exit the distribution site.
- ◆ At the distribution site, we will not permit any sorting of product by dens/patrols or individual vehicles.



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# FORMS

The following forms are included in your Unit's Popcorn Sale Kit and are also available online at [www.cacbsa.org](http://www.cacbsa.org) and from your District Executive or council office:

## Popcorn Sale Forms

- ▶ **Unit Commitment Form**
- ▶ **Scouting Program Calculator and Planner**
- ▶ **Unit Show & Deliver Order Form**
- ▶ **Unit Popcorn Take Order Form**
- ▶ **Unit Prize Order Form**
- ▶ **Parent Incentive Form**
- ▶ **Camp Masters High Achievers Prize Form**



Help give Scouts an **OPPORTUNITY** to earn their own way!

**CAMP MASTERS**  
GOURMET POPCORN

ON AVERAGE  
**70%**  
GOES TO LOCAL SCOUTING

Thank You!



Prepared. For Life.™



**So much more than Popcorn!  
Support local Scouts.**

Prepared. For Life.™

Together we can begin our Adventure!

**SELL \$600 AND RECEIVE A  
SKYLIGHT  
ROCKET**

**Binachi**  
SHOOTING SPORTS

Sporting Clays • Skeet • Trap  
5-Stand • Archery

Two new great features this year are that everyone who sells **\$600.00** will receive a **Skylight Rocket** on top of the other Prize Program.

Also, we will be conducting a **Fill-It Up Shooting Sports Day** at our very own Binachi Shooting Sports facility on Saturday from 10 till 3, May 2<sup>nd</sup>, 2015. All Scouts who fill up a sheet will be treated to a day of age appropriate shooting sports activities at no cost.



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# Fundraising for the Future



## CHOCTAW AREA COUNCIL



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"It's a matter of caring..."  
Citizens  
National Bank