



AND

**BURGERS'
SMOKEHOUSE**

2019

FUNDRAISING

UNIT LEADER'S GUIDE



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WHAT YOU NEED TO DO AS THE UNIT KERNEL

Communicate, Inspire, Organize and Lead your Unit in a successful product sale that meets the unit's planned funding needs.

Specific Responsibilities:

1. Become familiar with the following two **web sites** for sales support and ideas:
 - a. <http://www.bsa-grc.org/popcorn/42753> (selling tips, local prizes, updated forms and more)
 - b. <http://sell.trails-end.com> and <https://www.trails-end.com/training> (Trail's End product information, sales tips, games and ideas)
2. With the Unit Committee create a unit budget that provides a quality program for your unit.
3. **Attend your Council Orientation/Kick-off Sales Training.**
4. With your unit committee, **schedule, promote, and conduct a Unit Kickoff.**
5. Ensure families understand the unit's plan for selling products, including the Unit sales goal and Scout sales goal.
6. Promote all methods of selling *including App* and Online Sales to all Scout families in the Unit.
7. With Unit Committee, create Unit incentive plan to encourage Scouts throughout the sale.
8. Arrange with other volunteers to **pick up products for delivery.**
9. Read all email communications from the Council and District to stay updated on the sale.
10. **Collect all Trail's End/Burgers orders and prize orders from each Scout** and input the information into the Trail's End System and Burgers' Ordering System by the due date. Encouraging use of the Trail's End app will make this much easier to manage.
11. **Collect all money due** from each Scout.
12. **Make payment of funds due** to the Great Rivers Council by the due date with a Unit check.
13. Contact your District Kernel or the Council for help and ideas. ***They're here to support you.***

8 STEPS TO SUCCESS

1. Develop an annual program plan and budget with input from parents and Scouts.
2. Set a unit sales goal and a per scout goal. Use the tools available on the council website or at Trails-End.com.
3. Use the Prize incentives or develop a unit incentive plan, keep it exciting for scouts and family members and encourage 100% participation in your unit.
4. Train and inspire your scouts with a great kick off. Explain how they can earn prizes and support their activities.
5. Demonstrate use of all sales methods Take Order, Show N Sell, Show N Deliver, Online.
6. Attend the Council Unit Kernel Training.
7. Train scouts to use the new Trail's End take order app.
8. Study successful units and copy what they do. You can't expect better results if you don't incorporate new techniques and methods.
9. Communicate frequently with scouts and family members.





KEY DATES

Product Sales Key Dates 2019	Updated 5/16/2019
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- Monday, June 17 **Trail's End Sales App Intro to Units**
- Tuesday, July 9 **Unit Kernel Sales Training**
6:30pm, Wesley United Methodist Church, 2727 Wesley St, Jefferson City
- Wednesday, July 10 **Unit Kernel Sales Training**
6:00pm, Lake of the Ozarks Scout Reservation
- July 15 **Trail's End Sales App Launch for Scouts**
- Tuesday, July 30 **Unit Kernel Sales Training**
6:00 PM at the First United Methodist Church Celebration Center, 1701 W. 32nd St. Sedalia
- Thursday, Aug 1 **Unit Kernel Sales Training – Shelbina**
- Thursday, Aug 8 **Unit Kernel Sales Training – Grand Prairie Roundtable**
6:00 PM American Legion, 520 Maple St., Shelbina
- Saturday, August 10 **Unit Kernel Sales Training - Columbia**
9:00 AM to 11:00 AM Fr. Tolton High School, 3351 East Gans, Columbia
- Saturday August 10 Take order sales can begin**
Units reports their kick off date and location to Council
- August/September **Unit or District Kick offs (Pep Rally) for Scouts**
Host unit kick-off and provide incentives for the Scouts
- Friday, September 6 Initial Orders Due (Show & Deliver and 1st take order)**
Online at <http://scouting.trails-end.com> and [Burger's website](#)
- Friday or Saturday, September 20 or 21 **Initial Product Distribution Day**
Appointments required with your District Kernel.
- Saturday, September 21 Show & Deliver and Show & Sell begins**
Continue to sell take order!
- Thursday, Oct 24 Prize Order site opens
- Monday, Nov 4 through Thursday, Nov 7 **Popcorn Returns (District Specific)**
Check with your DE for Time and Location.
No returns allowed for Burgers' or chocolate products
- Thursday, Nov 7 Final Orders Due for both Trail's End (take order) and Burger's products**
Online at <http://scouting.trails-end.com> and [Burger's website](#)
- Friday or Saturday, November 22 or 23 Final Product Pick-up and 50% Show & Deliver Money Due**
Appointments required with your District Kernel.
- Friday, November 22 **GRC Incentive Form Due**
- Friday, December 6 **Product Invoices Due/Prize Orders Due**
<http://scouting.trails-end.com> and <http://bsaprizemania.org/>



THESE ARE HARD DEADLINES WHICH MUST BE FOLLOWED TO ENSURE PRODUCT FROM OUR VENDORS IS ON TIME AND COMPLETE. IT IS SUGGESTED UNITS SCHEDULED THEIR SALE MEETING DATES TO CORRESPOND WITH THESE DEADLINES.

CONTACTS

NORTH COUNCIL KERNEL

Diann Stelzer 573-289-3345
lovescats44@yahoo.com

SOUTH COUNCIL KERNEL

Ali Vassos 660-631-1290
alivassos@centurylink.net

DISTRICT KERNELS

Black Diamond – Macon/Kirksville/Moberly	Grand Prairie – Mexico/Fulton Traci Darby mustardboy37@gmail.com Kelli Elliot pukin.butts@yahoo.com
Boonslick – Columbia Diann Stelzer 573-289-3345 lovescats44@yahoo.com	Kinderhook – Lake of the Ozarks Amanda Hayes 573-746-2174 Amanda@Hayesconstruction.com
Five Rivers – Jefferson City Brandy Lee – Cub Packs branie781229@yahoo.com 573-418-7544	Mark Twain – Hannibal
	Osage Trails – Sedalia/Marshall

DISTRICT EXECUTIVES

Black Diamond Justin Wiles 660-341-9068 – Justin.Wiles@scouting.org	Grand Prairie Rob Townsend 660-676-3088 - robert.townsend@scouting.org
Boonslick Aaro Froese 573-449-2561 x211 – Aaro.Froese@scouting.org	Kinderhook Mike Dimond 573-881-8178 573-374-5761 – mike.dimond@scouting.org
Five Rivers Kris Andrae 573-338-7188 – kris.andrae@scouting.org	Mark Twain Justin Wiles 660-341-9068 – Justin.Wiles@scouting.org
	Osage Trails Chris Harper 573-375-8088 – chris.harper@scouting.org

COUNCIL CONTACTS

Staff Advisor: Greg Baker 573-449-2561 x202 Greg.Baker@scouting.org
Finance Specialist: Sonya Collier 573-449-2561 x205 Sonya.Collier@scouting.org
www.bsa-grc.org/popcorn

TRAIL’S END

Online Sales Support: support@trails-end.com
Trail’s End System Help: help@trails-end.com
Scholarship Help:
Customer Service Helpdesk: <https://support.trails-end.com/support/home>

BSA SUPPLY – PRIZE PROGRAM

<http://bsaprizemaniaman.org/>
NDC.PrizeIncentiveProgram@scouting.org



1203 Fay Street
Columbia, MO 65201
573-449-2561



ORDERING TIPS

If you are new to the sale and do not know what you should order, your District Executive or Kernel can pull your Unit’s order from the previous year and make recommendations or [email Sonya](#) for a copy of your 2018 invoice.

- Please take into account the changes in your Unit’s membership: Did you increase youth membership? Did your top selling Scout move to another unit?
- What is your actual participation likely to be (don’t count the number of families, count the number of *selling* families).
- Has the Unit set a goal on how much product to sell? Have the Scouts set a goal?
- Use the Show-n-Sell ordering tool to help determine the unit product mix.

Unit #			
Only Enter Data in Cells Highlighted in Yellow			
Per Scout Goal Results will be Highlighted in Green			
Per Scout Goal Worksheet			
\$ 5,800	/	65%	=
Unit Budget Goal		Unit Commission	Unit Sales Goal
\$8,923			
\$ 8,923	/	32	=
Unit Sales Goal		Number of Scouts	Per Scout Sales Goal
\$ 279			
\$ 279	/	\$ 18.00	=
Per Scout Sales Goal		Avg. Price per Container	Per Scout Container Goal
15			



How Much Popcorn Should I Order? ORDER CALCULATOR

2019 Great Rivers Council Popcorn Sale

Unit #

What is Your Unit's 2019 Sales Goal?

Enter your unit's 2019 total sales goal in the space above.

Based on Your Unit's Sales Goal
- you can expect a Unit
Commission of:

\$0.00

Expected commission is based on 65%.

		Projected % by CASE	Container Cost	Total Cases	Containers Total	Retail Cost
Chocolate Lover's Collection		2%	\$ 60.00	0	0	\$ -
Cheese Lover's Collection		4%	\$ 30.00	0	0	\$ -
Chocolatey Caramel Crunch		7%	\$ 25.00	0	0	\$ -
Salted Caramel Popcorn		6%	\$ 25.00	0	0	\$ -
Premium Caramel Corn w/Nuts		10%	\$ 20.00	0	0	\$ -
18 Pack MW Kettle Corn		6%	\$ 25.00	0	0	\$ -
18 Pack MW Unbelievable Butter		15%	\$ 20.00	0	0	\$ -
White Cheddar Cheese		12%	\$ 20.00	0	0	\$ -
Classic Caramel Corn		25%	\$ 10.00	0	0	\$ -
Popping Corn		9%	\$ 10.00	0	0	\$ -
		100%				

Total Numer of Cases to Order

WHEN ORDERING, CONSIDER CHOCOLATE PRODUCTS CANNOT BE RETURNED.



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Columbia, MO 65201
573-449-2561

UNIT COMMISSION

Trail's End & Burgers' Products

All units receive 65% commission on all product sales except for online sold through Trail's End which is 60% commission. All units will be eligible for incentives and prizes offered for Burgers' and Trail's End sales. Units are responsible for ordering prizes, incentives and registering for the scholarship by the deadline.

ACCOUNT SETTLEMENT

Unit accounts must be settled **NO LATER THAN December 6**. Units must settle their accounts with ONE check made payable to the Great Rivers Council.

December 6 is the FINAL deadline for prize orders. Please make sure that all prize orders are submitted by this deadline. Prize orders will not be accepted after this deadline. Unit commissions will not be adjusted after this date. **GET THOSE PRIZE ORDERS TURNED IN ON TIME!!!** Order prizes through the Trail's End portal or <http://bsaprizemania.org>

RETURN POLICY

Returns can be made at the council office between November 4 and November 7. Other arrangements can be made with your District Executive but product will not be accepted any later than November 7. Partial cases may be returned. No chocolate products and no Burgers products will be accepted at return, we recommend only selling these products through take order. This is due to the perishable nature of these items when not cared for properly.

All Unit returned popcorn is a liability of the Council, so we encourage you to follow a few key practices:

- Check on your outstanding inventory and make frequent honest assessments on your Unit's ability to sell. Don't wait until the last week to push sales or return all you ordered.
- Subscribe to a time based sales plan (i.e. we are halfway through the sale...have we sold at least half of our inventory)
- Report to your District Kernel or District Executive if you have an inventory challenge...too much or too little popcorn can usually find a home with enough notice
- Work toward a zero return policy so that every dollar of popcorn revenue provides better program for our Scouts!!!

ORDERING GUIDELINES

Units that place a Show & Sell order will not be allowed to order more than 85% of the previous year's total sales without special circumstances. Please use the show & deliver calculator (available on council website) to help determine your unit product mix. GRC reserves the right to adjust unit show and deliver orders without prior notice to keep in line with projected Council sales forecast.



COUNCIL INCENTIVES: ALL SCOUTS ARE ELIGIBLE TO EARN THE SALES INCENTIVES BELOW WHEN THEY SELL TRAIL'S END POPCORN AND BURGERS PRODUCT THIS FALL.

2019 PARTICIPATION PATCH

NEW For 2019! Any Scout that sells one item earns the patch for 2019. Patch design contest will be announced soon.

TOP 100 \$UPER \$ELLER\$ CLUB



The Great Rivers Council will hold a special event in honor of the top 100 Scouts that **sell the most** Trail's End/Burgers' products during the sale. It took \$1100 to qualify last year, what will it take this year? Scouts receive 2 tickets to a Mizzou Men's Basketball game and a special experience around the game!

FREE CAMP



Scouts who sell a specified amount of Trail's End/Burgers' products will earn free camp at [Lake of the Ozarks Scout Reservation](#). Must be used during 2020 camping season and only for qualifying summer camps. *Incentive is non-transferable, does not include Day Camp.* **PARENT INCLUDED FREE FOR FAMILY/NOVA CAMP ONLY.**

Sell \$1,000 or more - Attend Cub Akela Camp, Family Camp for free or \$50 off an overnight summer camp at LOTOSR *or*

Sell \$2,000 or more - Attend Cub Adventure Camp, Webelos Camp or Scouts BSA Summer Camp at LOTOSR for free.

COLLEGE SCHOLARSHIP



Scouts who **sell** at least **\$2,500** in any calendar year receive 6% of their total sales invested in their own college scholarship account. That is \$0.06 of every dollar you sell!

Once you are enrolled, 6% of your sales each year will be added to your account. You only need to hit the \$2,500 minimum one time. Online sales count! Scholarship form due by November 30, 2019.

SALES METHODS

Trail's End wants to ensure that you sell safely and learn important life skills like goal-setting, public speaking, teamwork and much more. The five best ways to sell, safety tips, selling script below will give you everything you need to sell like a pro.

ONLINE SALES HAPPEN YEAR ROUND

This is the best way to sell to your friends and family who live out of town. You can send emails or post a video on social media to your customers asking them to purchase Trail's End products through your personal online portal. Your customers click on the link you provide and can begin shopping right away. They order products online and pay with a credit card, and Trail's End ships the products directly to your customers. Asking for support through social media is the easiest way to make your goal.

TAKE ORDER KICKS OFF AUGUST 10

The Trail's End App will be open for sales July 15, nothing will stop you from selling after this date. Previously registered Scouts will receive forms in the mail and can begin taking orders at that time. This is the most traditional way to sell; going door-to-door with the take order form. Your customer chooses the product(s) he or she wishes to buy and writes the order on your form. ***Trail's End and Burgers' take orders can be placed September 6 and November 7.*** You can deliver product twice this fall to take order customers.

SHOW AND SELL

Begin scheduling site sales now for one Scout and one leader or parent to sell in front of your church, stores or other businesses. Across the country it is shown units who sell in groups are less successful. Units can schedule more selling hours by limiting the number of scouts selling to one or two per location. Request each Scout and parent commit to 8 hours of Show and Sell time and spread their time across all public locations with traffic. This is a great opportunity to promote Scouting to the community. The more Scouts they see selling in their community, the more successful the program will become. Many units have been very successful in supplementing their Take Order sales with this method.

SHOW AND DELIVER

A Scout uses the app or brings his order forms to a customer's house and get a commitment to purchase products. Instead of taking the order and returning in a few weeks, the Scout will offer to fill the order right then. The Scout will have a supply of product in his parents' vehicle, fill the customer's order, and take the payment immediately. This sales method yields higher results than a standard Show and Sell method but is more efficient and requires less time than the take order method.

Units are not allowed to order more than 85% of the previous year's total popcorn order. If your unit did not sell in 2018, your district kernel can assist with an appropriate order based on the number of participating Scouts in your unit. Leftover popcorn from Show and Sell / Show and Deliver may be transferred to the unit's Take Order popcorn order or returned to the council service center ***between November 4 - November 7.***



KEYS TO A SUCCESSFUL UNIT KICK-OFF

Motivate your Scouts and parents.

- Keep it fun! Keep it moving! Keep it short!

Show parents and Scouts the benefits of fundraising.

- Lay out the exciting Scouting program you have planned for the year.
- Tell families how to eliminate out-of-pocket expenses by reaching their goal.
- Tell families about online selling.
- Explain that Scouts will have fun while learning to earn their own way.

Kickoff Agenda

- Grand Opening
 - Get ideas from the online video training at sell.trails-end.com.
 - Play music, dim the lights and have fun!
- Explain the Scouting program and key dates
 - Make sure your families understand the benefit of fundraising to pay for their Scouting program.
 - Highlight key dates important to the product sale.
- Train your Scouts
 - Show Scout training videos on sell.trails-end.com at your kick-off. You can download these videos or show them from the website.
 - Explain the different ways Scouts can sell – face-to-face and online at sell.trails-end.com
- Showcase your Scout Rewards
 - Introduce your unit incentive program, starting with the pie in the face!
- Big finish
 - Have the top sellers from last year throw pies in the faces of the leaders.
 - Send everyone home motivated to sell!

Kickoff Floor Plan

- Have a rewards table showing the cool items Scouts can earn.
- If you can connect to the internet, have a table set up with a couple of computers so each Scout can create an account on sell.trails-end.com.
- Hang colorful Trail's End banners and posters.
- Have door prizes for both Scouts and parents.
- Set up a table with popcorn popper and other Trail's End snacks.

SHARE THE SALES CALENDAR WITH ALL PARENTS SO EVERYONE CAN FOLLOW THE DEADLINES REGARDING ORDERING AND RETURN DATES.

DOOR-TO-DOOR SELLING TIPS

Show and Deliver

A Scout brings his order form to a customer's house and get a commitment to purchase product. Instead of taking the order and returning in a few weeks, the Scout will offer to fill the order right then. The Scout will have a supply of product in his parents' vehicle, fill the customer's order, and take the payment immediately. This sales method yields higher results than a standard Show and Sell method but is more efficient and requires less time than the take order method.

Take Order

This is the most traditional way to sell; going door-to-door with the take order form. Your customer chooses the product(s) he or she wishes to buy and writes the order on your form. You can collect the money when you deliver the product to your customers a few weeks later, you may collect up front on larger orders.

What Is Show & Deliver?

- Not Show & Sell
- Selling door-to-door with the Take Order form and product in hand
- Allows Scouts to make the sale, deliver the product, and collect the money immediately all in one visit (parents!! one trip only)
- No more multiple visits to the same house to complete the sale
- Scouts can gain additional sales from the same customers

Why Do Show & Deliver?

- A Scout can sell 4X as much as using Show & Deliver vs. Show & Sell
- Customers spend more at home vs. storefront sales
- Save time and reduce the cost of your son's Scouting program
- Most productive use of a family's valuable time
- Spend more time selling and less delivering and collecting

How To Do Show & Deliver?

- Conduct Blitz Days each week of the sale.
- Parents bring minivans, SUVs, trucks, & cars.
 - On average, 4 scouts are assigned to 2 parents/adults in each vehicle.
- Scouts can also sell by using a red wagon or bicycle.
- Scouts & parents blanket neighborhoods with 2 scouts on each side of the street, stopping at each house while a parent is observing from the vehicle.
- Scouts turn money and unsold product into the Unit Kernel at the end of the Blitz Day, meaning there is no risk of money or inventory being lost or uncollected
- Review the safety information provided in the sales materials.
- Keep a list of missed houses because no one answered. These should be followed up with an additional visit.

REMEMBER!

Two out of three people will buy when asked, but less than 20% of households have been contacted.



GOLDEN SALES PITCH

1. **GREET.** Hi sir/ma'am. My name is _____ (first name).
2. **UNIT LOCATION** I'm a Scout with pack # _____ or troop # _____ at _____ (Chartering Organization/Sponsor).
3. **WHY HERE.** I'm raising money for my pack/troop so I can go to camp (if Applicable), and/or have fun.
4. **SUPPORT.** You can support us by buying some delicious Trail's End gourmet popcorn or Burger's Smokehouse Products. (Said while handing the person the order form and pen).
5. Will you help me reach my goal?

Will you help support me and Scouting?

"What are you selling?" –Answer: "The world's best popcorn and sausage snacks!"

Never ask, "Want to buy some popcorn?"

To succeed you MUST remember you are NOT selling popcorn, you're selling the SCOUTING program.

SCOUT SAFETY AND SELLING TIPS

SAFETY TIPS

ALWAYS walk on the sidewalk and driveway. NEVER enter anyone's home

NEVER sell after dark unless you are with an adult

DON'T carry large amounts of cash with you

ALWAYS sell with another scout or with an adult

SELLING TIPS

ALWAYS wear your uniform

ALWAYS smile and introduce yourself

ALWAYS tell your customers why you are selling product

KNOW the different products you are selling

ALWAYS say "Thank You"

ALWAYS make a copy of your order form

ALWAYS have a clean order form with a pen

BE SURE to get customer email addresses to send them a "Thank You" email after the sale



SHOW & SELL TIPS

Site Sales are where a Scout and parent sell product in front of a church, store or other business. This is a great opportunity to promote Scouting to the community through product sales and many units have been very successful.

Locations with these criteria are best:

- High Traffic- Quick In/Out
 - Hardware stores
 - Grocery Stores
 - Casey’s General Store
 - Dollar General
- Cash Machine on Premises, have SQUARE device on hand
- High Volume of customers
- Big-box stores
- Pharmacy
- Car shows
- Sporting events
- School carnivals
- Festivals
- Flea Markets
- Craft fair

Securing your Location:

- Ask store manager for permission several weeks in advance.
- Know the dates and times you want.
- Explain that the Scout will be professional and supervised.
- Be courteous to other Scout units in your neighborhood that may also want to use this location.

Preparing the Location:

- Clean the area first. Scouts should bring a broom and dust pan.
- Use empty cartons to keep product off the ground and to elevate the display.
- Pyramid the product. Be creative and make it attractive. Consider bringing Scouting gear or photos of some of your Scouting activities.
- Do not put up signs with pricing.
- DO NOT open up microwave boxes.
- Advertise your location ahead of time on Facebook, Twitter, etc.

The Scouts and Selling:

- All Scouts wear clean, crisp, field uniform.
- All Scouts should know and have practiced the script.
- All Scouts obey the Scout Law.
- Everyone spoken to is shown appreciation for taking the time to listen.
- No sitting, Scouts should always be ready to approach.
- Keep moving- it helps to keep enthusiasm levels high.
 - Have a sign twirler
 - Wear Costumes/silly hats
 - Adult dresses up in costumes, hat made from popcorn bucket from theater
- Scouts should handle all sales. Parents/leaders assist only when asked.
- Leaders should give or help each Scout set a minimum objective or goal.
- Apply donations received towards your military sales. Emphasis pooled donations.
- Your pack, troop, or crew may want to consider giving out additional incentives for Scouts who exceed the goal, such as a free camping trip, free week at camp, or credit for outdoor gear.



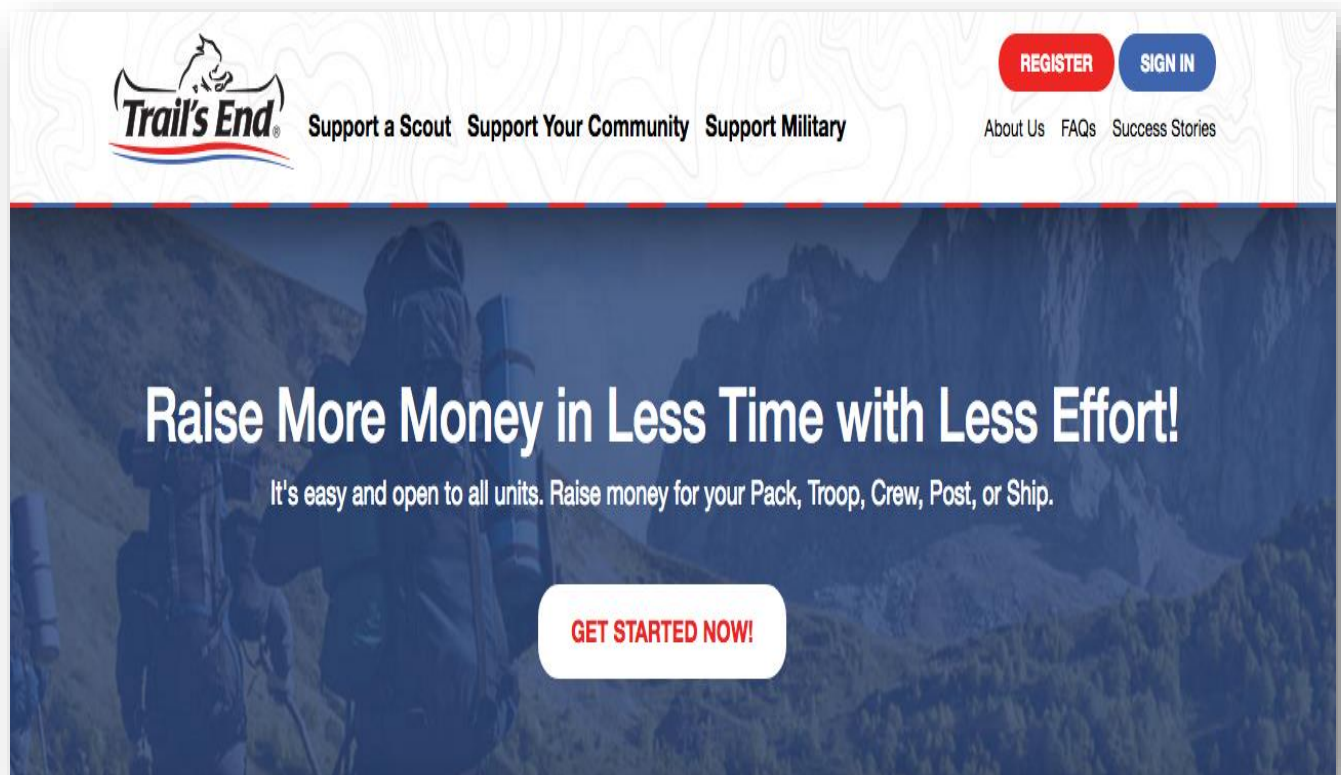
ONLINE SELLING

Open your account at [TRAILS-END.COM](https://trails-end.com)

Welcome to the new Trail’s End website! We really think the new design and functionality will be a great experience for you and your fundraiser supporters (consumers).

We invite you to not only register an account, but check out the rest of the site: Success Stories, About Us, FAQs, & more!

The first step in the registration process is clicking “REGISTER” in the top right-hand corner.








10 WAYS TO INCREASE YOUR SALE

1. Have a goal. Units and Scouts should have goals. Plan your calendar, find out how much it will cost, figure out how much product you must sell to cover all your costs, and sell to that goal.
2. Always wear a clean uniform and have a couple of working pens on you always.
3. Practice a little sales speech to help you be more confident.
4. Keep your Take Order Forms from the previous year. This will be a good place to start selling the next year. The top sellers in the country use this method.
5. Send or give a thank you card to your customers.
6. Ask to present at a service club (Rotary, Kiwanis, Lions, church, etc.) or chamber of commerce in your area. It is a great way to hit a lot of people at one time.
7. Hold a Blitz Day. Start with everyone at the Show and Sell location. Have Scouts hit different streets in the neighborhood around the store. Ask customers if they would like the product delivered that day. Collect the funds, finish selling on that street, then go back to the Show and Sell site, gather the product and deliver that day.
8. When conducting a Show and Sell, have a display of the activities that your unit plans on doing next year that Scouts can point out to customers. Customers are more willing to buy if they know what the funds are going to. Only have one Scout and one leader or parent, not a group of kids taking up space.
9. Have a bucket at your Show and Sell location to collect funds for Military Orders. This way people that do not want to buy products for themselves but still want to support Scouting can do so at any level. Once you have \$30 in donations, have the unit purchase a Military Donation.
10. Request each Scout family sign up for 8 hours of Show and Sell. Limit the number of Scouts to one but no more than two at each location to spread the hours selling out more. The more time selling, the more people are exposed to supporting Scouting in their local community, the more sales made.
11. BE ORGANIZED! Have a plan, read this manual, stay in the loop by checking the council products sales. Don't hesitate to ask your district kernel questions you may have!



PRODUCT DELIVERY & DISTRIBUTION

Step 1: Pick up your product at your assigned district location on the assigned date. Inventory unit product to ensure the unit is receiving the correct amount of product. Determine how many cars/volunteers you will need when you pick up your order. For planning purposes, here is an estimate of how much popcorn you can reasonably expect to put in a vehicle:

Mid-size car (including back seat)		20 cases
Standard SUV (w/seats removed)		40 cases
Minivan (w/seats removed)		60 cases
Full size SUV (w/seats removed)		70 cases
Pickup truck (full bed)		90 cases

Not recommended:



Step 2: Find a location that is large enough to separate orders by patrol, den, or Scout.

Step 3: Assign each patrol, den, or Scout a pick-up time.

Step 4: Have a receipt for each patrol, den, or Scout to verify the amount of product they received.



GRC Incentives Report Form

(Please submit form by November 18)

The Scout/Scouts listed below earned or participated in one or more of following incentives: Super Seller, Free Camp, The Movie Event.

Top 100 Super Seller\$: A Scout who sold a minimum of \$1,100 worth of Trail’s End/Burgers’ products qualified last year. What will it take this year to be selected to join the Super Sellers Club? Only the Top 100 Sellers will be invited to a special reception and experience. As a member of the club the Scout receives two free tickets to TBD Mizzou men’s basketball game and a special experience around the game. Game specifics to be provided at a later date.

Camp Incentive: Scouts who sell a specified amount of Trail’s End/Burgers’ products will earn free or reduced camp in 2020. Sell \$1,000 or more - Attend Cub Akela Camp, Family Camp (parent included) for free or \$50 off Scouts BSA Summer Camp at Camp Hohn or sell \$2,000 or more - attend Cub Adventure Camp, Webelos Camp, Scouts BSA Summer Camp at Camp Hohn for free. Day camp is not included.

Name	Total	Super Seller?	Free Camp	Reduced Camp
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ (please print name of Scout)	\$ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Return this form along with a one page summary sheet of Scouts’ sales for incentives. Send to the council office by fax at 573-874-6846 or via email at sonya.collier@scouting.org on or before November 22 in order for your Scout(s) to be eligible. Sales summary sheet must be included.

Submitted by _____ of Pack/Troop/Team/Crew or Post _____ on _____
(please print name) (circle one) (#) (date)



1203 Fay Street
 Columbia, MO 65201
 573-449-2561



BURGERS' SMOKEHOUSE

Unit Product Transfer

(For use when transferring product between units, must be submitted to the Council no later than November 7.)

For unit transfers, both unit signatures must be on this form. Final invoices will be adjusted according to the information on this form when received by council staff.

Date: _____

Product transfer **from** (Unit) #: _____ Product transfer **to** (Unit) #: _____

District: _____ District: _____

Name: _____ Name: _____

Email: _____ Email: _____

Phone: _____ Phone: _____

Signature: _____ Signature: _____

Burgers' Product	# of item	Product Cost to Unit
Old Style Ozark Sticks	x \$7	=\$
Turkey Snack Sticks	X \$7	=\$
Jalapeno & Cheese Beef Sticks	x \$8	=\$
Old Style Beef Sticks	x \$8	=\$
Venison Snack Sticks	X \$12	=\$
Cheddar Cheese	x \$11	=\$
Hot Pepper Cheese	x \$11	=\$
Elk Snack Sticks	x \$12	=\$
Jalapeno & Cheese Beef Sausage 1lb	x \$12	=\$
Elk Salami 10oz	x \$15	=\$
Old Style Ozark Sausage 2lb	x \$17	=\$
Old Style Beef Sausage 2lb	x \$20	=\$
Beef & Colby Gift Box	x \$30	=\$
Ozark & Cheddar Gift Box	x \$30	=\$
Beef, Ozark, Cheddar, & Colby Gift Box	x \$40	=\$
TOTAL PICKED-UP		=\$



1203 Fay Street
Columbia, MO 65201
573-449-2561



BURGERS' SMOKEHOUSE

Burgers Additional Product

Date: _____ Pack/Troop/Team/Crew or Post # _____

Picked Up By (print name): _____

Burgers' Product	# of item	Product Cost to Unit
Old Style Ozark Sticks	x \$7	= \$
Turkey Snack Sticks	X \$7	= \$
Jalapeno & Cheese Beef Sticks	x \$8	= \$
Old Style Beef Sticks	x \$8	= \$
Venison Snack Sticks	X \$12	= \$
Cheddar Cheese	x \$11	= \$
Hot Pepper Cheese	x \$11	= \$
Elk Snack Sticks	x \$12	= \$
Jalapeno & Cheese Beef Sausage 1lb	x \$12	= \$
Elk Salami 10oz	x \$15	= \$
Old Style Ozark Sausage 2lb	x \$17	= \$
Old Style Beef Sausage 2lb	x \$20	= \$
Beef & Colby Gift Box	x \$30	= \$
Ozark & Cheddar Gift Box	x \$30	= \$
Beef, Ozark, Cheddar, & Colby Gift Box	x \$40	= \$
TOTAL PICKED-UP		= \$

Signature: _____

Email Address: _____ Phone: _____



BOY SCOUTS OF AMERICA
GREAT RIVERS COUNCIL

1203 Fay Street
Columbia, MO 65201
573-449-2561



Unit Product Transfer Form

(For use when transferring product between units, form must be submitted to the Council no later than November 7.)

For unit transfers, both unit signatures must be on this form. Final invoices will be adjusted according to the information on this form when received by council staff.

Date: _____

Product transfer **from** (Pack / Troop / Crew) #: _____ Product transfer **to** (Pack / Troop / Crew) #: _____

District: _____ District: _____

Name: _____ Name: _____

Phone: _____ Phone: _____

Signature: _____ Signature: _____

	Popcorn Product	# of Cases	Containers per case	Total items	Additional Containers	Total Items	Retail Cost per item	Total Product Value
	Chocolate Lover's Collection		x 1/case	=	N/A	=	x \$60	=\$
	Cheese Lover's Collection		x 1/case	=	N/A	=	x \$30	=\$
	Choc. Caramel Crunch		x 12/case	=	+	=	x \$25	=\$
	Premium Caramel Corn		x 12/case	=	+	=	x \$20	=\$
	Salted Caramel Popcorn		x 12/case	=	+	=	x \$25	=\$
	18-Pack Butter Microwave		x 6/case	=	+	=	x \$20	=\$
	18-Pack Kettle Corn Microwave		x 6/case	=	+	=	x \$25	=\$
	White Cheddar Cheese Corn		x 8/case	=	+	=	x \$20	=\$
	Caramel Corn		x 12/case	=	+	=	x \$10	=\$
	Popping Corn		x 12/case	=	+	=	x \$10	=\$
	GRAND TOTAL		 		 		 	=\$



Show & Sell Return Product Form

(Returns can be made at the council office or with your District Executive no later than November 7)

Date: _____

Pack/Troop/Team/Crew or Post # _____

Return Made By (print name): _____

Chocolate and Burgers' products cannot be returned due to their perishable nature.

	Popcorn Product	# of Cases	Containers per case	Total items	Additional Containers	Total Items	Retail Cost per item	Total Product Value
	Cheese Lover's Collection		x 1/case	=	N/A	=	x \$30	=\$
	Premium Caramel Corn		x 12/case	=	+	=	x \$20	=\$
	Salted Caramel Popcorn		x 12/case	=	+	=	x \$25	=\$
	18-Pack Butter Microwave		x 6/case	=	+	=	x \$20	=\$
	18-Pack Kettle Corn Microwave		x 6/case	=	+	=	x \$25	=\$
	White Cheddar Cheese Corn		x 8/case	=	+	=	x \$20	=\$
	Caramel Corn		x 12/case	=	+	=	x \$10	=\$
	Popping Corn		x 12/case	=	+	=	x \$10	=\$
	GRAND TOTAL		 		 		 	=\$

Signature: _____

Email Address: _____ Phone: _____





Show & Sell Additional Product Form

(Additional product may be picked up until October 29)

Date: _____

Pack/Troop/Team/Crew or Post # _____

Picked Up By (print name): _____

ALL ADDITIONAL PRODUCT MUST BE PICKED UP IN FULL CASES

	Popcorn Product	Containers per case	Additional Cases		Product Value
	Chocolate Lover's Collection	1/case		x \$60	= \$
	Cheese Lover's Collection	1/case		x \$30	= \$
	Choc. Caramel Crunch	12/case		x \$300	= \$
	Premium Caramel Corn	12/case		x \$240	= \$
	Salted Caramel Popcorn	12/case		x \$300	= \$
	18-Pack Butter Microwave	6/case		x \$120	= \$
	18-Pack Kettle Corn Microwave	6/case		x \$150	= \$
	White Cheddar Cheese Corn	8/case		x \$160	= \$
	Caramel Corn	12/case		x \$120	= \$
	Popping Corn	12/case		x \$120	= \$
	TOTAL PICKED-UP	=	 		= \$

Signature: _____

Email Address: _____ Phone: _____

CHOCOLATE PRODUCT NOT ELIGIBLE FOR RETURN





College Scholarship Enrollment Form

Last updated July 12, 2017

Please submit this completed form to enroll or to report this year's sales.

To enroll, you must sell at least \$2,500 in Qualifying Sales in a calendar year (January 1 to December 31).

Year Reporting: _____
(write in the year of sales you are submitting)

SALE INFORMATION

Spring Face-to-Face Sales (Take Order): \$ _____ Fall Take Order: \$ _____

Spring Show & Sell: \$ _____ Fall Show & Sell: \$ _____

Online Sales (www.trails-end.com): \$ _____

Total Sales \$ _____

SCOUT INFORMATION (to be completed by Scout or Parent)

Scout's Full Name: _____ Birth Date: ____ / ____ / ____

Qualifying Year: _____ Social Security # (last four digits – for account payout): XXX-XX-____

Street Address _____ City: _____

State: _____ Zip Code: _____

Email Address (account balance will be emailed to you): _____

Council Name: _____ Council City & State: _____

I have read and agree to the program's Terms & Conditions.* Parent Signature: _____ (required)

COUNCIL APPROVAL (to be completed by Council)

Council Popcorn Staff Advisor (print name): _____

Council Popcorn Staff Advisor's Signature: _____

You must have your Council Popcorn Staff Advisor's signature to add sales

HOW TO ENROLL OR REPORT SALES

Please email the following documents to scholarship@trails-end.com. Trail's End does not accept faxes, zipped files, or files over 10MB. This form may be submitted by the Scout or Council.

1. This completed form signed by your Council Popcorn Staff Advisor.
2. A copy of each paper order form used in the spring and/or fall sale.
3. A copy of your online sales report from www.trails-end.com.

You can also mail this information to:
Trail's End Popcorn
Attn: Scholarships
4485 S. Perry Worth Rd.
Whitestown, IN 46075

*For full details about the Trail's End College Scholarship Program, including the Terms & Conditions, please visit sell.trails-end.com.

