





.... making life

easier for you!



Fund our entire year of Scouting with just one fundraiser!

Fund your unit's program

- Overnight camp fees
- Patches & Awards
- Pinewood Derby
- Unite Adventures
- Unit supplies & Equipment

Character development

Awesome Rewards

Improve our camps and council resources More adventures, less time fundraising!

Unit Commission:

- **Base: 28%** • **Attend a GGAC**
- Kick-Off: +4%** • **Tier 1:**12K unit sale/\$450 per Scout **+2%**
- **Tier 2:**18K unit sale/\$650 per Scout **+2%**
- **Council Discretion: +2%**

Online commission: 33%.

Fall 2022 Popcorn Sale Dates

SEPTEMBER

September 9th, 10th, 11th Show N Sell

September 17th & 18th Show N Sell

OCTOBER

October 31st Take Orders Due

NOVEMBER

November 11th Take Order Pickup

2022 Selling Campaign – Top Product Sales

We have a pack budget goal to raise **\$8k**

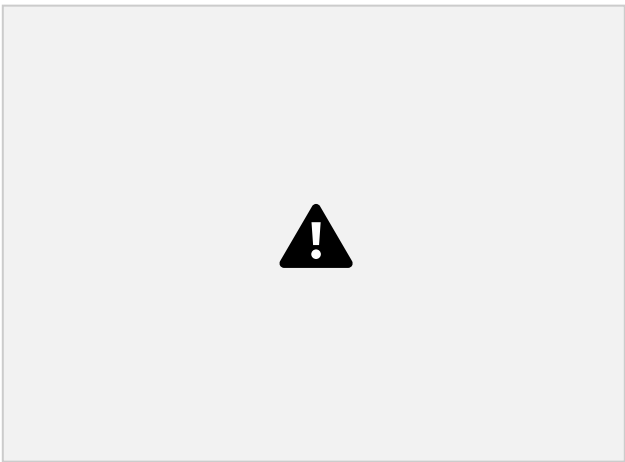
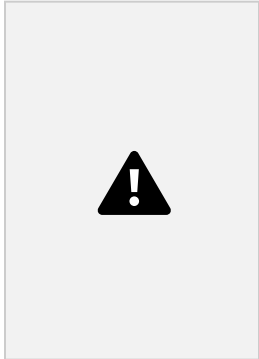
With an approximate commission rate of 34-36% - we need to sell @25k in popcorn Goal per scout – If we have 25 scouts it's a \$1,000 goal each, if we have 35 scouts it's goal of \$714 each Scouts sign up for shifts in Trails End APP

Currently have **26 store front shifts** available

2 scouts per shift

Each shift is 2 hours, however there are some shifts that are 1.5 hours.

Date	Site Name	Address Line 1	Shift
Friday, Sept 9th	Alamo Ace Hardware San Ramon	3181 Crow Canyon Pl	4p - 5:30p, 5:30p - 7p
Saturday, Sept 10th	Safeway San Ramon Valley Blvd	2505 San Ramon Valley Blvd	8a - 10a, 10a - 12p, 12p - 2p, 2p - 4p, 4p - 6p, 6p - 8p
Sunday, Sept 11th	Alamo Ace Hardware San Ramon	3181 Crow Canyon Pl	8a - 10a, 10a - 12p, 12p - 1:30p
Sunday, Sept 11th	Safeway San Ramon Valley Blvd	2505 San Ramon Valley Blvd	2p - 4p , 4p - 6p, 6p - 8p
Saturday, Sept 17th	Safeway San Ramon Bollinger Canyon Rd	11050 Bollinger Canyon Rd	8a - 10a, 10a - 12p, 12p - 2p
Saturday, Sept 17th	Safeway San Ramon Valley Blvd	2505 San Ramon Valley Blvd	2p - 4p , 4p - 6p, 6p - 8p
Sunday, Sept 18th	Alamo Ace Hardware San Ramon	3181 Crow Canyon Pl	8a - 10a, 10a - 12p, 12p - 1:30p, 1:30p - 3p, 3p - 5:30p, 5:30p - 8p



\$40
Kettle & White Cheddar
\$26
Chocolatey Pretzels*



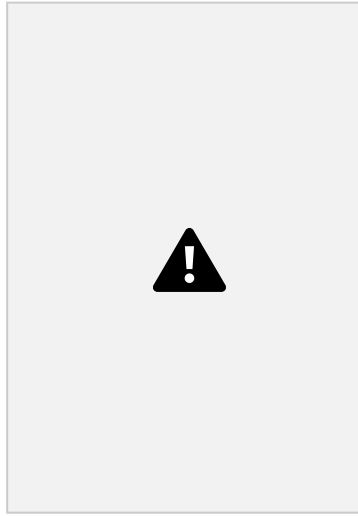
\$25

Salted Caramel \$20 Kettle Corn



\$1

\$23
12-pk Unbelievable Butter



\$30 Silver Heroes



\$23
Blazin' Hot

\$23
White Cheddar

***Chocolatey Pretzels available for**



Popping Corn
Classic Caramel

\$16



Heroes & Helpers
Donation

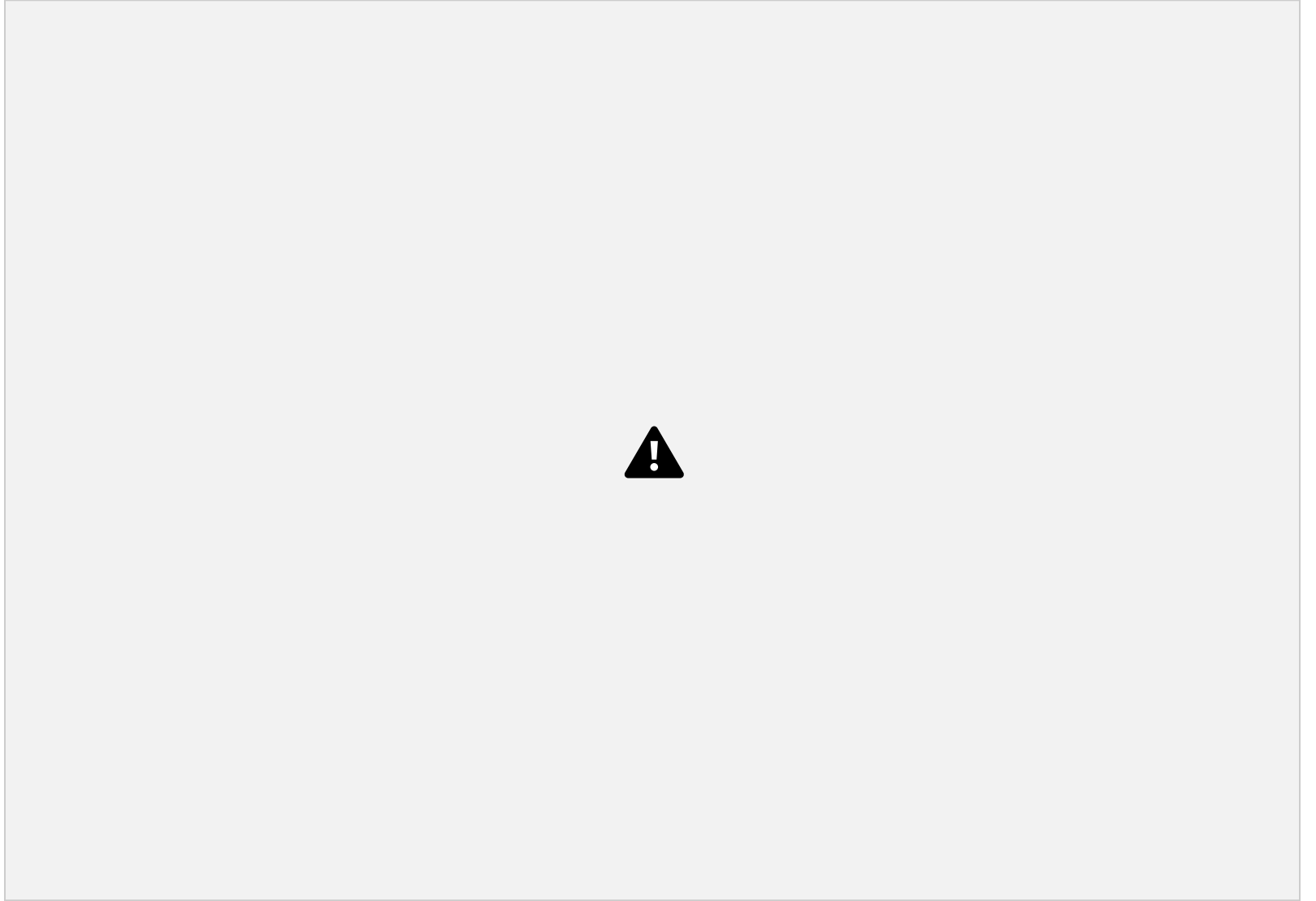
\$50
Gold Heroes

& Helpers Donation

& Helpers Donation

**Take Order only; ALL others available
for both Show & Sell and Take Order.**

** Providing supply chain issues are minimized*



Scout sells \$150 Popcorn patch

Scout sells \$350 Spin and win - \$5 ice cream/frozen yogurt or other prizes

At end of fundraiser if a scout sells.....

Scout sells \$500 Amazon gift card \$15, plus goodie bag

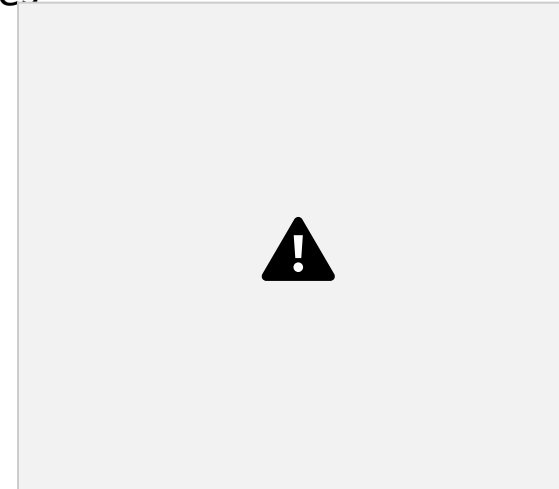
Scout sells \$750 Amazon gift card \$20, plus goodie bag

Scout sells \$1000 Amazon gift card \$25, plus goodie bag

Top pack seller 1st, 2nd and 3rd Award Recognition Medal at @ Dec Den meeting

Top seller in each den Seller get to throw a Pie in the face of Pack Leader – at @ Nov Den meeting

Top Average Den Pizza party



The Trail's End App supports ALL the ways our unit sells:

- Online Direct
 - Share your Virtual Store Page
 - Record in-person sales in the App
- Wagon Sales
 - Door-to-Door
 - At your parents' workplace
 - Deliver now, or later
- Storefronts / Booths

Text **APP** to **62771** to download the Trail's End App

When registering your scout connect by our pack by selecting the following:

- Select Council – Golden Gate Council
- Select District – Meridian
- Select Unit – Pack 0828



Easiest & SAFEST Way for Scouts to Sell • Scouts

Earn ***MORE Points*** for TE Rewards

- Average Customer Order: Over \$65!
- Online Direct is Available Year-Round
- No Handling of Products or Cash for Scout or Unit
- **New TE App Online Direct Features:**
 - Take in-person Online Direct orders directly in the TE App •
Text order to customer so they can complete the purchase on their phone
 - Monthly Gift to Heroes and Helpers: Fund your entire year with just 5 sales of \$19+ monthly donations
 - Generate a QR code to share with your customers





- **FREE SHIPPING** on orders over \$70.
- For Orders **under** \$70, a \$13.99 flat handling fee applies • For Orders with **MW** or **Popping Corn**, \$3 charge per item. • Scouts and leaders **don't handle** products or cash. • Average order is **\$63** vs \$28 traditional.
- As many **traditional** products and prices as possible.
- ***NEW** Online Direct feature where Scouts can take an online order in the app that ships directly to the customer. No return trip needed.
- ***NEW** AutoShare feature enabling Scouts to manage their online sales campaign.



You can start taking orders now!

- Sell door-to-door
 - Visit 30 homes in your neighborhood
- Record ALL sales in the Trail's End App
 - Be sure to mark orders as Undelivered or Delivered • **NEW:** Text order to customer to complete purchase on their phone to keep a social distance
- Sell to friends & family
- Ask parents to sell at work
- *Be sure to wait until you see that the transaction is complete before you leave.*



Sign up for at least 4 storefront shifts!

- Sign up in the Trail's End App
- Record ALL sales in the Trail's End App
 - **NEW:** Text order to customer to complete purchase on their phone to keep a social distance
- Remember to tell customers, "We prefer credit/debit!" • Customers spent 27% more with credit cards versus cash in 2019
 - *Be sure to wait until you see that the transaction is complete before you leave.*







UNIT CONTACT INFO

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