

2010 Popcorn Leaders Guide



More details on planning your sale are in the 2010 Popcorn Sale Playbook.

FALL 2010 TIMETABLE

- June/August:** **Units commit to selling;** identify a Unit Popcorn Chair; decide what type of prize program you will use. Units receive all popcorn sales materials at local Popcorn Trainings and begin planning their sale.
- July 22rd:** **Unit Leader Training-**Willow Creek Golf-7:00 pm
Each Unit should plan a Kickoff event and train Den Leaders!
- Aug Program Kickoff:** **Unit and Den leader training** at Program Kickoff events.
- Sept Roundtable:** **Final sale promotion.** (Be sure all Scouts and parents have been trained and have popcorn sale materials).
- September 15:** **Show and Deliver** pre-orders due to council
- September 24:** **Show and Deliver** popcorn distribution at Rochester Distribution Center (Woodruff Company)
- September 24:** **Sale begins!**
- October 4:** **Blitz sheet turn in** (fax, email or bring to Scout Service Center)
- October 28:** **Sale ends.** Show and Deliver Money is due. Unit popcorn orders and prize orders are due. Order online at www.trails-end.com. **We MUST have your Popcorn Order placed on time** to maintain our delivery dates. Order Trails-end prizes online. Trail's End prizes will be delivered directly to the unit popcorn chair.
- November 11:** **Popcorn distribution** at district pickup locations
- December 3:** **Final popcorn payment due (ONE CHECK ONLY).** We must receive payment on time so we can pay Trails End Popcorn and close the books on another great sale!

Check out the Websites for more help. www.trails-end.com or www.gamehavenbsa.org

Commission & Incentives

Visit www.gamehavenbsa.org for more information

UNIT COMMISSION SCHEDULE

Gamehaven Council will award 30% commission to all units. Those units that sell an average of **\$350+ per boy** registered as of the 2010 recharter and **increased sales over Fall 2009**, will be awarded 35% commission.

Units participating in the Trails-End Prize program will receive 5% less in commissions

Units have the option to use the Trails-end prizes or not participate in the prize program. Sales forms are available with and without prize information.

SCOUT INCENTIVES

- Blitz Prizes! Scouts that turn in a full sheet by October 4, 2010 (by fax 507-287-1413) or in person or postmarked by October 4 – will be entered in a drawing for Razor E100 Electric Scooter or other great prizes.
- Popcorn Participant Prize: All Scouts that sell \$600.00 in popcorn receive a Marshmallow Crossbow. This prize will be ordered from Trails-End after the sale.
- Prizes for “Top Seller” in each district and council.
- Each unit will receive a Popcorn Sale Kit with additional prizes for youth incentives.

POPCORN DISTRIBUTION LOCATIONS

Show and Deliver Distribution will be held on **Thursday, September 23** for all units at:
Woodruff Company – 1524 3rd Ave S.E. – Rochester.

Take Order Distribution will be held on **Thursday, November 11:**

<u>Winona:</u>	Peerless Chain - 1416 E Sanborn St - Winona
<u>Owatonna:</u>	Gandy Company – 28 Gandrud Rd. – Owatonna
<u>Rochester:</u>	Woodruff Company – 1524 3 rd Ave S.E. – Rochester
<u>Red Wing:</u>	S.B. Foot Tanning Co. – 805 Bench St. – Red Wing

- * **Details, including unit popcorn pick-up times will be handled by the district leadership.**
- * **Remember to bring enough vehicles and leaders to pick up your unit’s entire order.**

We appreciate the support of these businesses for providing space for our popcorn distribution. Please say “*thank you*” every chance you get!