



### Popcorn Kernel

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### Sale Start and End Dates

Today, Friday Sep 14<sup>th</sup>, is the start of our sale  
Tuesday Sep 18<sup>th</sup> is popcorn pickup at 1210 Walden Ln  
Sun., Oct. 28, is the end of the District's sale

**ALL MONEY & ANY UNSOLD POPCORN ARE DUE BY THURSDAY, OCTOBER 25.**

All of your Scout's money and unsold product must be returned and their accounts balanced out no later than this date, please.

### Replenishment/Pick-Up Dates

Parents and scouts can come to my home on Tuesdays between 7:00-8:00 p.m. to obtain more product, officially update their sales, and return product they don't need. If this one-hour window does not work for you, please contact me. **Dates: 9/25, 10/2, 10/9, 10/16.**

### Group Site Sale

**Starbucks (675 Deerfield Road) ----- TBD, 8:00 a.m. to 12:00 p.m.**

A signup link will be sent out soon. For site sales, the pack supplies the popcorn, money and tables. You and your scout, dressed in his Class A uniform, just need to come with positive energy to sell popcorn and the scouting program. **\*\*\*Your scout will be credited for site sales based on the total amount of money sold at the site sale divided by the total amount of hours spent selling popcorn at the site sale.\*\*\***

### Online Sales

Increase your scout's sales by selling to family and friends who may reside outside the area. Set up an account at [www.Trails-End.com](http://www.Trails-End.com) and enter the emails of those your scout wishes to sell to. When a sale is made, your scout is credited with the sale in the online system.

## NEIC Sales Targets & Prizes

A variety of prize incentives are available at different sales levels. In addition, scouts who sell \$750 in combined door-to-door sales and online sales earn a Djubi SlingBall Classic Set. Other NEIC incentives include:

- \$1,000 in sales – Dave & Busters Powercard or open play at Ultimate Ninjas
- \$4,000 in sales -- Two tickets to a Chicago Blackhawks game.

## Pack 450 Sales Target/Prizes

Scouts are encouraged to sell at least \$450 worth of popcorn. All scouts who sell popcorn will receive a Popcorn patch. The district has shown that scouts who have set goals sold over 50% more than those who did not set goals!

## How to Sell/What to Say

Here are examples of what your scout can say when selling door-to-door. Please remind your scout to say “thank you” even if there is no sale. **\*\*ALL CHECKS SHOULD BE PAYABLE TO “PACK 450”\*\***

“Hi, my name is \_\_\_\_\_, and I am with Cub Scout Pack 450 in Deerfield. I am selling Scout Popcorn to help raise money for the fun and exciting things I like to do in Cub Scouts. The popcorn is delicious and there are many different kinds to choose from. Will you please help support me?”



## Add a Special Touch!

Here is a suggestion to give with a purchase. Your scout can sign his first name.



**“Thank you for your popcorn purchase and your support of Scouting!”**

**Deerfield Pack 450**

**[www.Scoutpack450.org](http://www.Scoutpack450.org)**



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# Cub Scout Pack 450 2018 Popcorn Sale

## Frequently Asked Questions

### **How much of the popcorn sales goes to scouting versus overhead?**

73% of every purchase goes to local Scouting. Boy Scouts of America uses the vendor, Trails-End, as the supplier of popcorn. (27% of every sale goes back to Trails-End.)

### **Can we make a donation to the military?**

Yes. You can make a \$30 or \$50 donation, and Trails-End, the popcorn supplier, will ship popcorn to our military men and women, their families and veterans organizations.

### **Are scouts encouraged to sell door-to-door?**

Yes. Scouts should always sell in the presence of their parent/guardian or known adult. Scouts should sell in their familiar neighborhoods.

### **When should scouts collect money for popcorn?**

Scouts should collect money at the point of sale. The scout and parent/guardian should take popcorn with them to provide at the point of sale. (If you are selling to family and friends, you may wish to hold that inventory and sell that inventory first to neighbors.)

### **What happens if I run out of a particular product?**

Email Pack 450's Popcorn Kernel, Dan Bruner, at [dbruner@gmail.com](mailto:dbruner@gmail.com) by Wednesday of each week with any quantities of product that you need. Dan will work to obtain additional quantities. Please ask your customers to be patient in the event our pack's popcorn inventory has been depleted. If that is the case, it may take a couple weeks to get high demand products.

**What incentives are there to motivate scouts?**

There are a host prizes that scouts can earn based on how much they sell. Please keep track of your scout's sales using the sales sheet provided and prize options

**When does the Popcorn Sale run?**

Scouts may begin selling today! **Parents must turn in their scout's sales and any unsold popcorn by Thursday, Oct. 25.** This gives the Popcorn Kernel enough time to reconcile the "books" in order to turn in all sales to the Northeast Council of the Boy Scouts (NEIC) by "Super Sunday", November 5.

**Does Pack 450 have a goal for each scout?**

Yes. Pack 450 has a goal of \$450 per scout. The district has shown that scouts who have set goals sold over 50% more than those who did not set goals!



# Pack 450



## 2018 Popcorn Sale! Key Dates

<b>Popcorn Pickup</b>	<b>Tuesday, 9/18, 6:30-8:30 pm (1210 Walden Lane)</b>
<b>Group Site Sale</b>	<b>TBD, 8:00 am-Noon (Starbucks, Deerfield Rd.)</b>
<b>Turn in All Sales</b>	<b>Thursday, 10/25 7:00-830pm</b>

*Thank you for your selling efforts!!  
Every scout's sales fund our pack's programming.*

***\*\*Please be sure to account for all your scout's popcorn.\*\*  
Any unsold popcorn must be returned in quality condition  
(or else you bought it!).***

**Questions? Contact Dan Bruner, Popcorn Kernel  
(412-215-7702 OR [dbruner@gmail.com](mailto:dbruner@gmail.com))**