

## 2018 Scout Popcorn Sale Questions and Answers

### **Why are we selling popcorn?**

Selling popcorn helps our pack raise money to do all of the fun things scheduled throughout year. It “helps the pack go!” Over 30% of sales revenue goes to Pack 685.

### **Who needs to sell it?**

Every scout! Many hands make light work. The more scouts we can get involved, the easier it will be to reach our goals. I will provide additional information on sales methods and goals in a subsequent email message.

### **How can we get the order forms?**

I have hard copy order forms. You can reach me at [garver.tom@gmail.com](mailto:garver.tom@gmail.com) and 571-232-4763. A soft copy has been uploaded to the pack website: <http://www.pack685.org/popcorn-sales.html>.

### **When can we start selling?**

The sale officially starts August 1st. The sooner you start, the better. Sales are normally better at the beginning of the popcorn sale, since most buyers haven't been approached/sold to yet.

### **When do we turn in our sales?**

You can submit sales and payments anytime throughout the sale. Sending orders via email is the preferred method. When submitting scouts' orders, please use the template below (please don't send your order forms). Copy the template and replace the zeros with the quantities for each.

- 0 - \$50 Military donation
- 0 - \$30 Military donation
- 0 - Chocolate Lover's Tin
- 0 - Cheese Lover's
- 0 - Chocolate Caramel Crunch
- 0 - White Chocolate Pretzels
- 0 - 18pk Kettle Corn
- 0 - 18pk Unbelievable Butter
- 0 - Salted Caramel Corn
- 0 - Caramel Corn with Nuts
- 0 - White Cheddar Cheese
- 0 - Caramel Corn
- 0 - Popping Corn

### **When can we deliver the popcorn (except for chocolate varieties)?**

The pack will place its first order at the beginning of August. The pack will receive the first shipment on August 18th. We will distribute the popcorn to the scouts for delivery to buyers as soon as possible after the pickup. The pack will receive additional shipments in mid-September, mid-October, and mid-November.

### **When can we deliver the chocolate varieties?**

The soonest the pack will receive a shipment of chocolate varieties is in mid-September. We will distribute the popcorn to the scouts for delivery to buyers as soon as possible after the pickup.

Questions? Contact Tom Garver at [garver.tom@gmail.com](mailto:garver.tom@gmail.com) or 571-232-4763.

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### **When do we collect payments for the orders? What if someone wants to pay by check?**

Collect payments when you take the orders. Checks should be made out to Pack 685.

### **What is a “Show and Sell” and how does it work?**

A Show and Sell is a coordinated sale in a public place with products on hand. You have probably seen boy scouts and girl scouts alike doing these at supermarkets and locations that have high foot traffic.

We have multiple Show and Sell dates scheduled at the Huntsman Giant, with the first on August 18th. I will be creating a Signup Genius so that everyone can start picking their preferred slots. I will provide additional Show and Sell information in a separate message.

The boys who participate will get a share of the combined sales from all of the Show and Sells, based on hours of participation. For reference, one hour selling at a Show and Sell was worth about \$35 toward a scout’s total sales in last year’s campaign.

### **What incentive/reward is provided by Pack 685?**

For the first time, the pack is offering sales prizes. Starting on the date of the September pack meeting, the top three sellers by the end of November will win one of three prizes.

We will continue our dues discount for scouts selling popcorn, with the same breakdown as last year:

- For scouts with \$275 in combined sales and donations, the annual Pack dues of \$100 are reduced to \$25 (\$75 off)
- For scouts with \$350 in combined sales and donations, the annual Pack dues of \$100 are eliminated (\$100 off)

### **What incentives/rewards/prizes are provided by the council?**

There are multiple prizes offered by the council. The order form has an insert that shows what can be earned based on various sales levels – see the Bonus Level section.

Here is some additional information/clarification:

- **Online sales do not count toward the prizes listed in the order form this year.** Instead, scouts can earn Amazon gift cards worth 5% of sales once they have reached \$300 in sales.
- **Scholarship at \$2,500 sales**
  - Scouts who sell \$2,500 or more will have 6% of their sales invested in a scholarship account.
  - Once achieved, the 6% will be applied to all future years’ sales, regardless of the amount.
- **Summer Camp at \$3,000 sales**
  - Scouts who sell \$3,000 or more can attend a week of summer camp, free of charge.
  - Qualifying camps include: District Day Camp, Goshen Camps, Camp William B. Snyder, Camp Airy, and NYLT (National Youth Leadership Training).
  - Valid during 2019 Camp Season.

### **Who do we contact with questions?**

Please contact me with any questions: [garver.tom@gmail.com](mailto:garver.tom@gmail.com) and/or 571-232-4763.