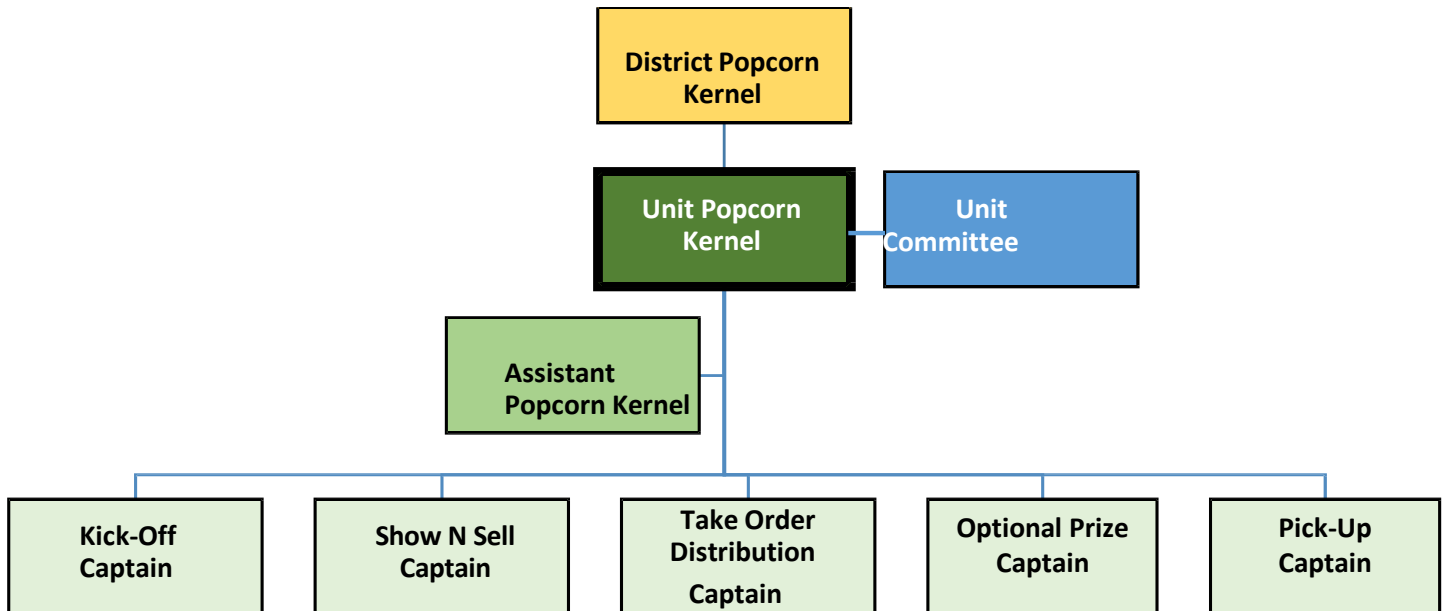




# UNIT POPCORN SALES JOB DESCRIPTIONS

## It Takes A TEAM



*Unit = Your Pack, Troop, Crew, Ship or Team*

Unit popcorn sales need planning, scheduling, popcorn storage, meetings, money collection, distribution, advertising, prizes, etc. The successful unit and the smart Kernel will create a Committee (composed of Captains) of several volunteers who will work together for a smooth operation.

**Most popcorn responsibilities are short term, it is a great opportunity for parents who are not registered leaders to volunteer for a short term project.**

Although the popcorn sale is not easy, the benefits far outweigh the drawbacks. Most parents see popcorn sales as “just another fund raiser” competing with sports, schools, etc. But units, especially Cub Scout Packs, should consider how the sales process will benefit the Scout’s growth and maturity:

- Scouts will “own” their scouting experience by earning THEIR events, camping trips, supplies, projects, etc. It is possible for a unit to FULLY fund itself through popcorn sales.
- Scouts gain practice, confidence and self-reliance by speaking with new people in a secure environment.
- Scouts work toward goals that will earn rewards.
- Scouts work as a team for the Unit
- The sale is FUN!

Approaching Popcorn sales in a positive, character-building environment goes hand-in-



hand with Scouting's goals and is a win-win for both the boys and their family's wallet.

## TASKS OVER TITLES

### RECRUITING TIPS

Think about how YOU were recruited to do your Scouting job - what did YOU like and what did you not like?

People respond better to helping when they are presented with a task to accomplish instead of filling a title or position.

Which sounds better to you...

☐ "We need someone with a pick-up truck to get our Show-N-Sell popcorn in August. Are you available?" **OR**

☐ "Will you be our Distribution Kernel?"

Or another example...

☐ "For our Popcorn Kickoff we need someone to set up the room, hang these 4 posters, decorate a table, and set out some chairs. Can you come 30 minutes early to do that?" **OR**

☐ "Will you be our Kick-Off Kernel?"

People can grasp the specified tasks but tend to shun away from an unknown Title. So "Tasks over Titles"

Parents also want to know what's expected of them and the time commitment involved. So consider who you ask and how. Maybe, a parent can only do a portion of a role and it will take 2 or 3 people to help. Even better! Many hands make light work.

And as always, be thinking about a successor. You'll eventually move on from your unit and it will really help the people who follow you if you can recruit and train an assistant now.



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## Unit Popcorn Kernel Assistant Unit Popcorn Kernel

### POSITION OVERVIEW:

Lead, communicate, inspire and organize your unit in a successful popcorn sale.

### WORKS WITH:

- Committee Chair, Treasurer and Unit Leader, i.e. Cubmaster, Scoutmaster, etc.
- District Popcorn Kernel
- Unit's Popcorn Committee (see Org Chart above)

### ATTENDS (Or has a Representative):

- Ideal Year of Scouting Brunch
- Program Preview
- August Roundtable Promotion/Training
- Show N Sell Distribution
- Council Kick-off
- September Roundtable Promotion/Training
- Take Order distribution

### SPECIFIC RESPONSIBILITIES:

- **Organizes and leads** the Popcorn Committee. Fills the Captain's responsibilities if volunteers aren't found.
- **Stays informed** of Council and District information of the sale and communicates that to the unit.
- **With the Unit Committee ...**
  - Set a unit sales goal
  - Set a per Scout goal - \$350 per Scout is attainable or fill up one Take Order form
  - Helps decide the **quantity of popcorn** needed to be sold to fund unit's annual budget.
  - Helps decide on quantity of **Show-N-Sell popcorn** to order.
  - Help decide on **unit incentives** to encourage Scouts, ex: Scout prize program, Den/Patrol Award, free unit dues or camping trips, pie in Leader's face, etc.
  - Ensures key **popcorn dates** are on unit's calendar.
  - With the Kick-off Captain, schedules and promotes a **Unit Popcorn Kickoff**.
- Either designates a **Show-N-Sell Captain** or **schedules sales at store fronts** in the community.
- Either designates a **Kick-Off Captain** or **leads a unit popcorn Kick Off**.
- Locates one or two volunteers to be **Pickup and Distribution Captain**.
- **For Show-N-Sell Popcorn:**
  - **Complete order** for Show and Sell and submit before deadline.
  - Decide how and where **Show-N-Sell popcorn will be stored** and how it will be "checked-out" for days of sale.
  - Either designate a Show N Sell **Pick-Up Captain** or arrange with volunteer(s) to **pick up at distribution warehouse(s)**.
- **For Take Order Popcorn:**
  - Collect all **popcorn order forms and prize selection** from Scouts.
  - Collect all **money** due from each Scout.
  - **Calculate amount of Take Order** popcorn to be ordered and complete in Trail's End system.
  - **Complete prize incentive order in Trail's End System**.
- **Make payment** (or Committee Chair and/or Treasurer) of funds due to Council by the deadline.