









HOW TO HAVE A GREAT POPCORN SALE

Plan to make it The Best Ever!!

CHOOSE A UNIT RECOGNITION

2023







YOUR UNIT POPCORN SALE

-  **Scouts (and Parents) will sell if they know what they can earn as a result of their efforts. Tell them about it.**
-  **The more money you spend on Unit prizes for the youth members, the better sale you will have.**
-  **Gift certificates, pizza parties, prize incentives, cash for Scout activities are popular prizes.**
-  **Offer a popular prize for every Scout who reaches a certain sales level. “A pie in the face of the Popcorn Kernel” for every Scout who reaches his/her sales goal, is a popular incentive.**
-  **Top seller prizes are ok – but by doing this you can recognize only 2 or 3 Scouts. Include *EVERYONE!!!!***
-  **You will get better results if everyone can participate by earning one or more prizes. Make sure that EVERY Scout has an opportunity to earn a prize.**
-  **Unit Prizes must be shown at EVERY Scouting event “With Enthusiasm”.**
-  **Offer Scout Accounts so that Scouts receive a percentage of the commission to use on Scouting events and/or equipment.**

TELL EVERYONE ABOUT IT



“Get the word out!!” Make sure you have a BIG SALE and not a little one.

-  **When Scouts/Parents know about the sale and the prizes they can earn, more Scouts want to sell.**
-  **When parents and leaders know how their Scout can benefit by potentially lowering dues, cool prizes, paid registration, free activities, more activities, unit gear, etc. then more families want to participate in the sale.**
-  **It is important for you to contact each Scout (call, text, postcard, email, Facebook, twitter, etc.) to let them know about the upcoming sale and the importance of attending your Kick-off.**
-  **Your District Executive can help you with addresses for invitations to your Kick-off.**
-  **Stay in touch with the Scouts in your pack/troop throughout the sale.**