

Blue Ridge Council 2023 Popcorn and Peanut Leader Guide



**Blue Ridge Council
1 Park Plaza
Greenville , SC
29607**

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LEARN WITH POPCORN

You've likely heard many times that *"it's not about selling popcorn, it's supporting Scouting."* But what does this mean? And how does it impact each individual Scout?

Scouting is here to help children become ethical adults that make good decisions. And popcorn serves an important role in this mentorship. It's a learning activity, just like any other, designed to build important skills towards this goal. Specifically:

Association with Adults

Kids are sometimes shy or fearful around adults, even ones they know. For most, this doesn't resolve itself as they age. They gain the opportunity for exposure and practice communicating with adults by participating in the popcorn sale. They build the confidence that will make future things like college essays, job interviews and talking to their boss so much easier. It sounds like a simple interaction, but it's a way for them to overcome a tough barrier and learn how to navigate an adult-run world.

Salesmanship and Entrepreneurship

Learning to set and reach goals through action helps Scouts develop important business skills. They learn how to best represent themselves and persuade others. In the future, they can use these tools to gain funding for a revolutionary business idea or be a strong team leader within their organization.

Grow and Sustain Scouting

Scouting is not just an activity, but also a future career path. The mission of the organization needs strong leaders to carry the mentorship and impact forward into future generations. Everything they learn by participating prepares them to teach others what they know in Scouting or whatever future career they choose. Popcorn also brings Scouting to the attention of many others who may not be familiar with all that Scouting has to offer.

Fund Membership and Activities

And of course, popcorn funds all the amazing activities in their Scouting program.

IMPORTANT CONTACTS

Kyle Camp

Council Marketing./Membership (Popcorn Advisor)

704-701-5349

kyle.camp@scouting.org

Thomas Barksdale

District Associate

Lakelands District

(Laurens, Newberry, Greenwood, and Abbeville County)

864-423-5894

thomas.barksdale@scouting.org

Todd Davis

Senior District Executive

Swamp Rabbit District

(Greenville County)

864-266-9932

todd.davis@scouting.org

Mike Olson

District Executive

Three Rivers District

(Anderson, Oconee, and Pickens County)

443-883-6079

mike.olson@scouting.org

2023 POPCORN PRODUCT SELECTIONS

- 6 pk Butter MW- \$10
- Caramel Popcorn Bag - \$15
- Purple Popping Corn Jar - \$15
- White Cheddar Cheese - \$20
- 12 pk Sweet & Salty Kettle Corn MW- \$20
- 14 pk Extra Butter Roasted Summer Corn- \$20
- Classic Trail Mix - \$25
- 13oz Cinnamon Crunch Popcorn Bag- \$20
- 22 pk Movie Theater Extra Butter MW- \$30
- Supreme Caramel w/ Almonds, Pecans, & Cashews Tin - \$25
- 3 Way Cheesy Cheese Tin - \$40
- Chocolate Drizzled Caramel Bag - \$25 (Take Order Only)
- Tasty Trio Tin - \$60 (Take Order Only)
- Chocolate Pretzels - \$15(Take Order Only)

***MW- Microwave**

To pick up your popcorn, follow these vehicle recommendations:

- Midsize car holds about 20 cases
- Luxury sized car holds about 40 cases
- Minivan holds about 60 cases
- Large SUV holds about 70 cases
- Small Pickup bed holds about XX cases
- Large Pickup bed holds about XX cases
- Rental Truck holds over 70 cases

2023 Peanut PRODUCT SELECTIONS

- **Homemade Peanut Brittle 10 oz - \$19**
- **Salted Virginia Peanuts 12 oz - \$18**
- **Honey Roasted Virginia Peanuts 12 oz - \$19**
- **Salted Virginia Peanuts 20 oz - \$25**
- **Honey Roasted Virginia Peanuts 20 oz - \$30**
- **Honey Cinnamon Almonds 13 oz - \$28**
- **Whit's Party Mix 18 oz - \$35**
- **Salted Jumbo Cashews 12 oz - \$28**
- **4 Pack Gift Tower 21.75 oz - \$55**
- **Salt & Ground Pepper Peanuts 20 oz- \$25 (Show and Sell Only)**
- **Salt and Ground Pepper Peanuta 12 oz- \$18 (Show and Sell Only)**
- **Hot Jalapeno Ranch Peanuts 12 oz- \$18 (Show and Sell Only)**
- **Crabby Chesapeake Peanuts 12 oz- \$18 (Show and Sell Only)**
- **Country Dill Pickle Peanuts 12 oz- \$18 (Show and Sell Only)**
- **Sweet & Savory Peanuts 12 oz- \$18 (Show and Sell Only)**
- **Roasted Salted in Shell 12 oz bag - \$12 (Show and Sell Only)**
- **Virginia Trail Mix 14 oz- \$24 (Show and Sell Only)**
- **Whit's Party Mix 10.5 oz- \$20 (Show and Sell Only)**
- **Milk Chocolatey Peanuts Clusters 10 oz - \$20 (Take order Only)**
- **Dark Chocolatey Almond Clusters 10 oz - \$25 (Take order Only)**
- **Dark Chocolatey Peanut Clusters 10 oz - \$20 (Take order Only)**

2023 Important Dates

- **June 20th, 2023**
 - Popcorn Kickoff
- **June 23rd, 2023**
 - Commitment Forms Due
- **July 10th, 2023**
 - Show & Sell Orders Due
- **August 5th, 2023**
 - Show & Sell Pick-Up
 - Show & Sell Sale Begins
 - Take Order Sale Begins
- **September 22nd, 2023**
 - 50% of Show & Sell Payments Due
- **October 20th, 2023**
 - Take Orders Due
 - Prize Order Due
- **November 11th, 2023**
 - Take Order Pick-up
- **December 8th, 2023**
 - Final Payments Due
 - Late Payments reduce commission to base amount.(30%)

3.5% Fee added for Credit Card Payments. No Fee for payments by cash or check

COMMISSION & PRIZES

- 6UgY'7ca a [gg]cb'Zcf'DcdVzfb'UbX'dYUbi hg'lg' \$1 "
 - Increase Unit Sale 10% over previous year **3%**
 - Average \$350/Scout based on September 30th, 2023 membership-**3%**
 - Online sales will count towards commission levels. Online Scout sales will count towards sale totals when determining prize levels.
 - For every \$500 sold your name gets enter into a drawing for either your choice of a Go Pro or a Drone with Camera.
 - \$2,500 Club – Scouts who sell \$2,500 of popcorn/nuts will earn a free week of summer camp at Camp Old Indian or a Blue Ridge Council day camp.
-



My prize goal is:




My popcorn goal is:

CHOOSE A PRIZE AND GO FOR IT!

Scouts can qualify for BOTH standard prizes AND an additional CAMP MASTERS High Achiever Prize

\$5,000 LEVEL 14

- 48 - LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck
- 49 - Carrera Evolution Supercars
- 50 - Lionel Junction North Pole Central LionChief Set w/ Bluetooth

\$4,000 LEVEL 13




- 45 - Adventure Camp Package
- 46 - Dart Zone Pro MK 3
- 47 - LEGO Star Wars The Justifier





\$3,000 LEVEL 12

- 42 - Carrera DTM High Speed Showdown
- 43 - LEGO Technic 2022 Ford GT
- 44 - Coleman Sundome 4 Person Tent

\$2,150 LEVEL 11

- 39 - LEGO Ariel's Underwater Palace
- 40 - Skullcandy Wireless Earbuds
- 41 - Foldable Drone





\$1,650 LEVEL 10




- 36 - HEXMODS Pro Series Elite
- 37 - LEGO Hogwarts Magical Trunk
- 38 - North Face Stalwart Backpack





\$1,250 LEVEL 9

- 33 - LEGO Batman - Batcycle
- 34 - Swiss Army Fieldmaster Knife
- 35 - HEXBUG VEX Motorized Robotic Arm

\$850 LEVEL 8


- 28 - Hydration Pack - 2L
- 29 - 126-piece Tool Set
- 30 - Zing Bow w/ 4 Arrows Assorted Colors
- 31 - 2-Person Waterproof Tent
- 32 - Grab Bag G





\$625 LEVEL 7

- 23 - 80x80 Binoculars w/ Case
- 24 - Telescope - 40x Magnification
- 25 - Multi-Tool w/ Shovel & Ax
- 26 - Icee Freeze Pop w/ Syrup
- 27 - Grab Bag F


\$425 LEVEL 6


- 18 - PlusPlus Saturn V Rocket
- 19 - 5pc Stainless Steel Mess Kit
- 20 - USB Recargeable Headlamp w/ Motion Activation
- 21 - Air Hunterz Zano Bow w/ 2 Zarts
- 22 - Grab Bag E





\$325 LEVEL 5

- 13 - Zing Air ZooperBall
- 14 - Duncan Limeright Yo-Yo
- 15 - Lock Blade Knife w/ BSA® Branding
- 16 - Catapult Plane w/ Decorative Stickers
- 17 - Grab Bag D


\$250 LEVEL 4




- 9 - Dry Bag - 5 liter - Teal
- 10 - Waboba Fly Pies 6" Silicone Flying Disc
- 11 - 4x30 Binoculars
- 12 - Stuffed Animal w/ BSA® Branding





\$190 LEVEL 3

- 5 - Knife/Fork/Spoon Combo w/ Bottle Opener
- 6 - Cinch Backpack w/ BSA® Branding Assorted Colors
- 7 - 3 Watt-200 Lumen COB LED Headlamp
- 8 - Watch/Pedometer - Assorted Colors

\$90 LEVEL 2

- 1 - Fire Starter
- 2 - Carabiner w/ BSA® Branding
- 3 - Compass Thermometer Whistle
- 4 - Pop Up Phone Stand Holder (Phone not Included)





LEVEL 1

- 0.1 - Popcorn Sale Patch Sell any item
- 0.2 - Online Sale Pin Sell One Online Order
- 0.3 - Military Sale Pin Collect One Military Donation
- 0.4 - Top Seller Pin Sell over \$1,000





\$650 Bonus Club

Scouts who sell \$650 in product will receive their choice of

- 0.5 - Hanging Hammock w/ Hardware
- 0.6 - Sluban Model Bricks Cobra GT40 Car
- 0.7 - LEGO Friends Lego Set - Assorted





Scout Name: _____		Pack/Troop: _____	Total Sales: _____
Prize #	Prize Description	Quantity	

Descriptions of Prizes Available at www.kellerprizeprogram.com

CAMP MASTERS 2023 High Achiever Prizes \$3,000 & Up Club

Camping Package!
2-Person Tent, 3W-200
Lumen COB LED
Headlamp, 4x30
Binoculars,
6-in-1 Cooking
Multi-Tool,
Cooler Chair
Backpack,
Metal Camping Mug
w/BSA Branding, and Sleeping Bag
OR Visa Debit Card for 4% of total sales.



Example: \$3000 = \$120 debit card.
Visa Debit Cards will be rounded to nearest \$10.

CM High Achiever prizes are **not** cumulative.
Select only **ONE** prize. See prize form for more details at campmasters.org.

DID YOU KNOW?
Scouts Online Sales at
PopcornOrdering.com count
towards your prizes!
SELL \$400 ONLINE amazon
EARN \$10 GIFT CARD!

Blue Ridge Council
www.blueridgecouncil.org
Council ID: 551BRC
For Popcorn Related Questions:
Council Office: (864) 233-8363
For Prize Related Questions
GCC/Keller Marketing: (888) 351-8000

- GUIDELINES to Select Prizes**
- Prizes earned based on individual sales. No combining of sales with other Scouts.
 - Sell any item receive the Popcorn Sale Patch.
 - Sell \$90 & select your choice of prize at the \$90 level.
 - Sell \$190 or more & select a prize from the level you achieve or select prizes from the lower levels as long as the total of the prize levels does not exceed the prize level achieved. Example: If you sell \$625 in popcorn, you may select ONE prize from the \$625 Level or ONE prize from the \$325 Level and ONE prize from the \$250 Level.
 - Parent's permission required and a Whittling Chip or Totin' Chip to order a knife.
 - All prizes will ship to your Unit Leader.
 - If a prize is no longer available a substitute of equal or greater value will be shipped.
 - Turn in your prize order with your popcorn order.

LEADING YOUR UNIT

The Popcorn Kernel oversees operations of the Unit's popcorn sale. This is an important leadership role within the Unit. The PK ensures distribution, promotion, reporting and payments for Unit's entire sale period. They also work closely with their Unit committees and District Popcorn Kernel.

The best part is leading their #PopcornSquad in the Unit's goals for the sale. This includes:

- ★ Encouraging Scouts to Earn Their Way
- ★ Developing the Overall Sale Strategy for the Unit
- ★ Establishing Relationships with Community Businesses
- ★ Helping Parents Support Their Scout
- ★ Guiding the Unit's Progress to Their Sales Goal
- ★ Gathering and Distributing Important Information
- ★ Running Logistics for Product and Sales Earnings
- ★ Rewarding Scout Efforts with Great Prizes
- ★ and Hosting an EPIC Unit Kick-Off Celebration

Your #PopcornSquad includes *(based on your Unit and District Size):*

- ★ District Popcorn Kernel - Your right-hand in all things popcorn
- ★ Unit Committee Members - Helping you develop the plans and budgets
- ★ Assistant Popcorn Kernel - Your left-hand in all things popcorn
- ★ Kickoff Kernel - Your party planning partner
- ★ Show-N-Sell Kernel - Your logistics coordinator (preferably with a truck!)
- ★ Pickup Kernel - Your warehouse watchdog for product inventory
- ★ Prize Kernel - Your fun-lovin' prize patrol buddy
- ★ Communications Kernel - Your social media / email master spreading popcorn love

As exciting as these position titles are, people tend to more receptive when asked to execute a specific task, not just serve a role in the popcorn sale. **When asking for help, be sure to say what you specifically NEED help with and how much time you think it will take them.**

For example, instead of: Hey Sarah, will you volunteer as Kickoff Kernel this year?
Ask: Hey Sarah, your creativity and crafting skills are top notch. Would you help me with decorations and games for the Popcorn Kickoff? I'm thinking it will take us about 5 hours in planning and decorating day of, plus whatever time you'd estimate for creating them.

KERNEL CHECKLIST

My #PopcornSquad

District Kernel

Phone
Email

Assistant Kernel

Phone
Email

Kickoff Kernel

Phone
Email

Show-N-Sell Kernel

Phone
Email

Pickup Kernel

Phone
Email

Prize Kernel

Phone
Email

Communications Kernel

Phone
Email

- ☐ Attend Popcorn Trainings
- ☐ Plan Annual Scout Program (w/ Unit Committee)
- ☐ Review Commission Structure & Prizes
- ☐ Determine Additional Unit Prizes
- ☐ Set Budget for Program
- ☐ Recruit Your #PopcornSquad
- ☐ Update Scout Roster (w/ Membership Chair)
- ☐ Direct Scouts to Self-Register or Update Bio
- ☐ Determine Per-Scout Fundraising Goal
- ☐ Secure Storefronts (as / where possible)
- ☐ Create Unit Timeline for Popcorn Sale
- ☐ Establish Guidelines for Popcorn Pickup / Returns & Money
- ☐ Confirm Show-N-Sell Locations & Times
- ☐ Prepare / Update COVID-19 Guidelines
- ☐ Place Unit Popcorn Order
- ☐ Host Unit Kickoff Meeting
- ☐ Prepare and Distribute Handouts
- ☐ Share Tips & Ideas for Selling Popcorn
- ☐ Provide Selling Incentives & Games for Scouts
- ☐ Coordinate Pick-Up / Drop-Offs at District Warehouse
- ☐ Encourage Scout & Parent Participation
- ☐ Share Selling & Marketing Strategies
- ☐ Help Scouts Share Their Online Selling Link
- ☐ Place Final Popcorn Order
- ☐ Order and Distribute Prizes
- ☐ Remit Product Payments to Council
- ☐ Contact District Kernel as Needed for Assistance
- ☐ Celebrate!

HOW MUCH POPCORN TO SELL

The mission behind the unit program planning philosophy is to help Scouting units fulfill young people's need for adventure and deliver on this promise. Units that operate under an annual program plan, that young people help construct, are proven to be more successful and make a more profound impact on the lives of their members. We promise young people the most exciting adventures they can imagine, and we had better be prepared to make it happen. How do you get buy-in and commitment from your unit's families when it comes to annual programming and fundraising needs? Your answer to this question is the key factor to the level of success your Scouting program will enjoy.

Brainstorming Ideas to Get You Started - The unit might plan and fund some of the following:

Program Ideas:

Summer Camp
Cub Scout Council Events
Monthly Unit Activities
Pinewood Derby
Patrol/Den Activities

Other Considerations:

BSA Registrations & Life Magazine
Meeting Supplies/Awards & Recognitions
Den/Patrol Expenses/Training Courses
Unit Equipment
Uniforms/Personal Camping Equipment
Assistance for Low-income Scout Families

Once there are several ideas under consideration, filter them to allow the most realistic ones to surface. Be cautious not to discount Scouts ideas. Do provide them with enough information to decide which are most in creating their best program year.

Next, add key dates to a unit calendar that will be shared with Scouts and parents. Be sure to account for vacations, holidays and other school functions.

You now know what you're doing and when. It's time to budget! You can use the planner to help you organize activities and determine your fundraising goal.

Scouting teaches Scouts to earn their way. And a organized popcorn sale helps them learn to plan and meet their goals. Studies show your Scouting families appreciate a well planned sale that helps them coordinate it within their already busy lives.

Show them how the Unit and Scout sales fund the planned activities within the program. Present them with a clear fundraising goal. And offer an approach that allows them to achieve their goal.

A little time spent organizing now, means more participation and success in the fall!

ANNUAL PROGRAM PLANNER

Involvement is key in the successful planning of your annual program. We recommend allowing Scouts and their families express their ideas during a Troop brainstorming session. The older the scout, the more benefit they get from participating in this planning. It also keeps everyone more engaged in the popcorn sale because they know the rewards of their efforts.

[illegible]

REGISTER YOUR SCOUTS

UNIT LEADERS: Scouts must be registered in the CAMP MASTERS system to receive sales!

Step One: Log in to the CAMP MASTERS system and click "Setup / Invite Scouts."

The screenshot shows the CAMP MASTERS Dashboard for Jason Sieg | Troop 313. The left sidebar contains navigation links: Home, Camp Masters, Main (Dashboard, Unit Orders, Unit Returns, Scout Credits, Scout Sales, Online Orders, Take-Order), Organization (Units, Users & Scouts), and Users & Scouts. The main content area is titled "Dashboard" and shows a "2020 Fall Popcorn Sale" banner. Below the banner, the user's name and troop information are displayed: "Jason Sieg | Troop 313" and "Demo Council | Demo District Anytown". The "To Do:" section lists three items: "Submit your Unit Commitment Form", "There are 11 Unordered Scout Take Orders", and "There are 2 Open Unit Orders". The "Links:" section provides quick access to various functions: Manage Unit Information, Setup/Invite Scouts, Setup/Import Scouts, View Scout Online Sales, View Unit Invoice, Order Prizes, Edit Your Profile, and Reset Password. On the right, there are two sections: "Show-N-Sell" with a start/end date of 2/25/20 - 8/7/20 and a unit kickoff date of 6/13/20, and "Take Order" with a start/end date of 3/2/20 - 10/23/20. Both sections include links for "View Product Listing", "Place Unit Order", "View Unit Orders", and "Award Scouts Credit".

The list of current Scouts registered in your Unit will be displayed.

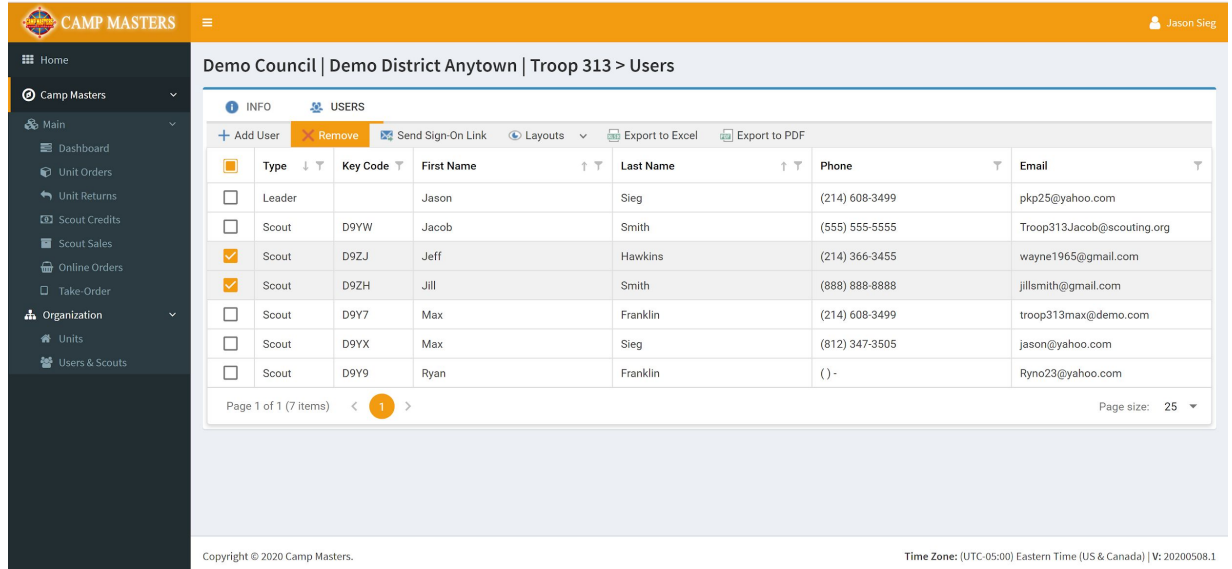
The screenshot shows the CAMP MASTERS Users page for Troop 313. The left sidebar is identical to the dashboard view. The main content area is titled "Demo Council | Demo District Anytown | Troop 313 > Users". Below the title, there are tabs for "INFO" and "USERS". The "USERS" tab is active, displaying a table of registered users. The table has columns for Type, Key Code, First Name, Last Name, Phone, and Email. The table contains 7 rows of data, including a Leader (Jason Sieg) and 6 Scouts (Jacob Smith, Jeff Hawkins, Jill Smith, Max Franklin, Max Sieg, and Ryan Franklin). The table is paginated, showing "Page 1 of 1 (7 items)" and a "Page size" of 25. The bottom of the page includes a copyright notice: "Copyright © 2020 Camp Masters." and a time zone note: "Time Zone: (UTC-05:00) Eastern Time (US & Canada) | V: 20200508.1".

Type	Key Code	First Name	Last Name	Phone	Email
Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com



REGISTER YOUR SCOUTS

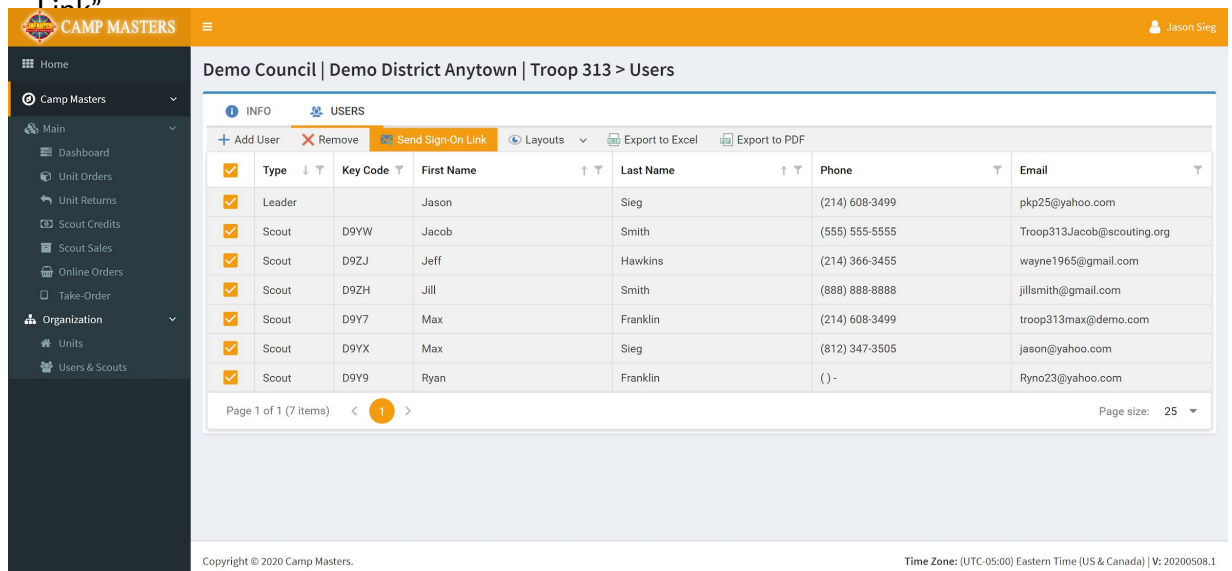
Step Two: Remove any Scouts no longer in your Unit by clicking the box to the left of their name(s). And then selecting “Remove” from the menu above.



The screenshot shows the Camp Masters web interface. The top navigation bar is orange with the Camp Masters logo and the user name "Jason Sieg". The left sidebar is dark grey with a menu including Home, Camp Masters, Main, Dashboard, Unit Orders, Unit Returns, Scout Credits, Scout Sales, Online Orders, Take-Order, Organization, Units, and Users & Scouts. The main content area is titled "Demo Council | Demo District Anytown | Troop 313 > Users". Below the title are tabs for INFO and USERS. The USERS tab is active, showing a table of users with columns: Type, Key Code, First Name, Last Name, Phone, and Email. There are checkboxes in the first column for each user. The "Remove" button is highlighted in orange. The table contains 7 rows of data. The bottom of the page shows "Page 1 of 1 (7 items)" and "Page size: 25".

Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input checked="" type="checkbox"/>	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

Step Three: For the remaining Scouts, make sure their contact information is correct. Then select them by clicking the box to the left of their names. And then select “Send Sign-On



The screenshot shows the Camp Masters web interface. The top navigation bar is orange with the Camp Masters logo and the user name "Jason Sieg". The left sidebar is dark grey with a menu including Home, Camp Masters, Main, Dashboard, Unit Orders, Unit Returns, Scout Credits, Scout Sales, Online Orders, Take-Order, Organization, Units, and Users & Scouts. The main content area is titled "Demo Council | Demo District Anytown | Troop 313 > Users". Below the title are tabs for INFO and USERS. The USERS tab is active, showing a table of users with columns: Type, Key Code, First Name, Last Name, Phone, and Email. There are checkboxes in the first column for each user. The "Send Sign-On Link" button is highlighted in orange. The table contains 7 rows of data. The bottom of the page shows "Page 1 of 1 (7 items)" and "Page size: 25".

Type	Key Code	First Name	Last Name	Phone	Email
<input checked="" type="checkbox"/>		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input checked="" type="checkbox"/>	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input checked="" type="checkbox"/>	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input checked="" type="checkbox"/>	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input checked="" type="checkbox"/>	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input checked="" type="checkbox"/>	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

This will email each of the Scouts their unique CAMP MASTERS link so they can access the system without having to login. This makes taking orders and payments much easier.



REGISTER YOUR SCOUTS

Step Four: For new Scouts, select the “Setup / Import Scouts” option from the dashboard.

The screenshot shows the Camp Masters dashboard for Jason Sieg | Troop 313. The left sidebar contains navigation links: Home, Camp Masters, Main, Dashboard, Unit Orders, Unit Returns, Scout Credits, Scout Sales, Online Orders, Take-Order, Organization, Units, and Users & Scouts. The main content area is titled "Dashboard" and displays a "2020 Fall Popcorn Sale" banner. Below the banner, the user's name and troop information are shown. The "To Do" section lists three items: "Submit your Unit Commitment Form", "There are 11 Unordered Scout Take Orders", and "There are 2 Open Unit Orders". The "Links" section provides quick access to various functions: Manage Unit Information, Setup/Invite Scouts, Setup/Import Scouts, View Scout Online Sales, View Unit Invoice, Order Prizes, Edit Your Profile, and Reset Password. On the right, there are two promotional banners: "Show-N-Sell" and "Take Order", each with a list of actions like "View Product Listing", "Place Unit Order", "View Unit Orders", and "Award Scouts Credit".

Step Five: Click the “Import Scouts” button and upload your Excel spreadsheet.

The screenshot shows the "Users / Scouts" page in Camp Masters. The top navigation bar includes the Camp Masters logo and a user profile icon for Jason Sieg. The left sidebar is the same as in the previous screenshot. The main content area is titled "Users / Scouts" and features a table of users. Above the table, there are filters for Council (Demo Council), District (Demo District Anytown), User Type, and a checkbox for Hide Inactive. The table has columns for First Name, Last Name, Email, and Organizations. The "Import Scouts" button is highlighted in orange. The table lists seven users: Jason Sieg (Unit Leader), Max Franklin (Scout), Jill Smith (Scout), Jeff Hawkins (Scout), Max Sieg (Scout), Ryan Franklin (Scout), and Jacob Smith (Scout). The page footer includes the copyright notice "Copyright © 2020 Camp Masters." and the time zone "Time Zone: (UTC-05:00) Eastern Time (US & Canada) | V: 20200508.1".



REGISTER YOUR SCOUTS

Step Six: Select your file and complete the field matches to the spreadsheet columns below. If you sheet has headers, be sure to select the “First Row Has Headers” box.

Import Scouts

Choose a file to import: Browse...

First Row Has Headers: ☐

IMPORT MAPPING

Match each import field to the import file's columns or type in a custom value to be used.

Council:

District:

UnitType:

UnitNumber:

Email:

FirstName:

LastName:

Phone:

Number of Rows:

You'll see a data preview as you assign each field for import. Once complete, click “Import”.

Import Scouts

Choose a file to import: Browse...

First Row Has Headers: ☒

IMPORT MAPPING

Match each import field to the import file's columns or type in a custom value to be used.

Council: Council

District: District

UnitType: UnitType

UnitNumber: UnitNumber

Email: Email

FirstName: FirstName

LastName: LastName

Phone: Phone

Number of Rows:

IMPORT

You'll see a green success box once imported.

✔ Import Succeeded - Download and review the import file for details. [Click here to download the import results file.](#)

If you get an error, check your spreadsheet rows again carefully for typos.



STOREFRONT RECRUITING

You can never start too early in securing storefronts. Of course, it's going to be a bit different this year. And that means adapting your approach. Here are some of the best tips to help you do just that:

- Grocery stores and home improvement stores are both essential businesses. But they are receiving policies and procedures for Coronavirus from corporate. Make sure you approach the store/company Manager with this in mind. Do some research and find out the policies in place so you can adapt your approach and relate how Show-N-Sell will meet these guidelines.
- Right now, resources are tapped thin in these stores. Consider sending an email or leaving a message for the Manager to call you back. The reality is, you're not going to be their first priority right now. After a few attempts, and still no response, only then try going in person.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.
- Use the COVID-19 recommendations in this guide to help the Manager/Owner understand that above all else, safety comes first. This will help ease their mind while it is still uncertain what the fall recommendations will be.

SAMPLE EMAIL / SCRIPT

Hello [NAME],

This is [YOUR NAME] from Scout Troop [Troop #]. Our Scouts are holding our annual popcorn fundraiser this year. The funds raised supports their ability to participate in our local Scouting program.

Due to the coronavirus, it's going to look a lot different this year. However, with everyone's safety guidelines in mind, I wanted to reach out regarding hosting a Show-N-Sell at {STORE NAME} in [MONTH].

Much can change between now and then, so I'm not looking for a definite answer today. What I'd like to do is confirm you'd consider it and then reach back out for a yes or no as the date draws closer.

Can I reach back out in [A MONTH, A FEW WEEKS]?

SHOW-N-SELL SCHEDULING

You can manage your Show-N-Sell dates and volunteers within this table. Or look below for instructions to use an online management tool.

DATE	LOCATION	SHIFTS	NEEDED ADULTS AND SCOUTS
Ex. Sep 15	Harris Teeter St. Johns Avenue	8 - 10 AM	Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:

ONLINE SIGN UP INSTRUCTIONS

Video Training here:

1. Create a free account at [SignUpGenius.com](https://www.signupgenius.com).
2. Then follow these step-by-step instructions:
<https://www.signupgenius.com/faq/create-sign-up.cfm>

YOUR POPCORN KICKOFF

A great popcorn sale starts with a great popcorn kickoff! Follow these simple steps to start your popcorn sale with a BANG and motivate your Scouts, parents and other volunteers.

1. **Set the Agenda.** Think of things that are fun and fast-paced. This helps build energy and excitement for the popcorn sale. Scouts will leave ready to earn their way selling delicious popcorn!
2. **Ask for Help.** Enlist others to help you pull off a fun and exciting popcorn kickoff! No need to try and take it all on yourself.
3. **Know Your WHY.** Share the exciting Scouting Program that this fundraiser will support. Talk about the activities and what the Scouts will experience. And reiterate that it can all be paid for by POPCORN! *(See pg 4 for additional info to share.)*
4. **Review the Forms.** Show Scouts the forms they'll be using in detail so they understand how to use them to promote the products and capture orders.
5. **Build their Profile.** Have each Scout register or update their profile at CAMPMASTERS.org.
6. **Ready to Sell!** Add CAMP MASTERS to their phones.
7. **Sharing is Caring.** Explain how they can share their CAMP MASTERS profile link with friends, family and through social media.
8. **Cover What's Critical.** Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
9. **Focus on the Goal.** Motivate Scouts to take on the Unit Scout goal and to pick an awesome prize as part of their goal!
10. **Create a Memory.** End the night with a fun and memorable event. Scouts love to be part of the action. And they always love a good pie to the face of their Unit Leader!

