

**FALL  
PRODUCT  
PROGRAM  
2020**

*Popcorn & Wreaths Delivering Scouting  
Dreams!*

# 2020 FALL SALE OVERVIEW

- 2019 Sales Reports
- Joining the Sale(s)
- Dates
- Sale Logistics
- Incentives
- Resources
- Questions?



# 2019 Sale Reports

- In 2019, Scouts in Three Harbors Council sold more than \$200,000 in wreaths
  - Over \$100,000 went directly to the units that sold wreaths and Three Harbors Council
  - In 2019, Scouts in Three Harbors Council sold more than \$750,000 in popcorn with
  - Nearly \$550,000 going directly to the units that sold popcorn and Three Harbors Council
- 



- Scouts themselves used these funds to pay for their program.
- Units used these funds to pay expenses such as charter renewal, awards and recognition, and unit activities and campouts.



# SIGN-UP TO SELL



Embodying everything Scouting is about, participating in the product sale program teaches Scouts: Responsibility, Bravery, Faith, Citizenship, Kindness, Service, and Thriftiness and so much more! Selling popcorn and wreaths is also a great way for your unit to fund future adventures, camp and more. For more information, visit our website. **Pecatonica River Popcorn**, **Noble Valley Farms** and **Northwoods Wreaths**, offer unmatched product lineup and unparalleled customer service. Contact your council and you, too, can be a part of the fun!

Wreath Sale Resources	Popcorn Sale Resources	Leader Trainings Now Virtual - Please Read
<a href="#">Sign-up to Sell (online)</a>	<a href="#">Sign-up to Sell (online)</a>	<b>Upcoming Events</b>
<a href="#">Sign-up to Sell (download form)</a>	<a href="#">Sign up to Sell (download form)</a>	
<a href="#">Wreath website Registration (online)</a>	<a href="#">Pecatonica website Registration (online)</a>	
<a href="#">Wreath Leader's Guide</a>	<a href="#">Popcorn Leader's Guide</a>	
<a href="#">Wreath Sale Schedule</a>	<a href="#">Popcorn Sale Schedule</a>	
<a href="#">Selling Tips</a>	<a href="#">Popcorn Prize Order Form</a>	
		Product Sale Leader Training #1: 8/8/2020 9 AM - 10 AM  Product Sale Leader Training #2: 8/12/2020 6:30 PM - 7:30 PM

# 2020 WREATH SALE DATES



- **Sale Start:** Sep. 11
- **Blitz Weekend:** Sep. 11 – 13
- **Sale End:** Oct. 23
- **Orders Due Online:** Oct. 28
  - by 5:00 p.m.
- **Wreath Distribution:** Nov. 7
  - State Fair Park
- **Damaged Product Notification Deadline:** Nov. 13
  - by 12:00 p.m.
- **All Payments Due:** Dec. 3
- **Fallen Hero Ceremony:** Dec. 12
  - Southern Wisconsin Veterans Memorial Cemetery

# WREATH PRODUCT LINE-UP

*Handcrafted Wreaths & Decorations*

**Balcam Wreath**  
26", 36", 48", 60"  
B1 B2 B3 B4

**26" Fallen Hero Wreath Donation** B5  
Delivered to a National Cemetery to Honor our Veterans No Specific Fallen Hero

**Balcam Cross**  
24" x 36"  
B6

**25" Balcam Garland**  
B7

**Balcam Candy Cane**  
12" x 36"  
B8

**Evergreen Planter**  
32"  
B9

**Evergreen Planter**  
42"  
B10

**Noble Fir Mixed Wreath**  
20", 36"  
P1 P2

**Premium Decorator Boxed Wreath**  
24"  
P3

**Mixed Noble Spruce**  
24"  
P4

**Positive Holiday Chandelier**  
P5

**Manila place/Centerpiece**  
P6

**Holiday Yule Log**  
12"  
P7

**Pine Starter Basket**  
P8

B Products primarily for outdoor use.  
P Products primarily for indoor and outdoor use.

NOBLE VALLEY FARMS  
NORTHWOODS WREATHS

THREE HARBORS  
COUNCIL  
ROYAL SCOUTS OF AMERICA

**New this year!**

Festive Holiday Chandelier. This is a perfect indoor/outdoor hanging decoration for your home or office. It is made of three large pinecones with live evergreens and two red velvet ribbons.



# **ONLINE WREATH SALES**



**Bill Nack, Noble Valley  
Wreaths**

# Online Ordering

- 2020 is projected to set all time sales records for Christmas decorating just as spring bedding plants set all time records
- We have developed an online sales platform that safely allows you to fundraise for your pack, troop, or crew
- With our 2020 spring plant sale, groups using an online retail platform sold 29% more than groups only using brochure sales



LIVE

SALE

**Three Harbors Council Wreath  
Sale**

AMOUNT RAISED

**\$0**

# Rally Up Custom Website

- Each group will get a custom website which can quickly personalize for each selling scout. The links can be shared via email, Facebook and other social media
- Each scout's sales can be tracked for contests or revenue recognition purposes
- We can build you custom site quickly and include your specific product delivery/pick up information
- The links can also be blasted to cell phone numbers for large database marketing.



## Fire Starter Basket

SOLD (0)

A great client/teacher gift or keep for your own family. Amazing multi color display from the cones and the fat wood is a great way to naturally start

[MORE](#) ▾

\$21

1

ADD TO CART



## 20" Premium Noble Fir Mix (Indoor/Outdoor)

SOLD (0)

The perfect premium door wreath for your home or office. This mixed noble based wreath includes

[MORE](#) ▾

\$25

1

ADD TO CART

### How will items be provided to supporters?

- Shipped
- Another way

Group Member will deliver to your home in late November

- Delivery is not necessary
- Require supporters to provide a mailing address
- Require supporters to provide a phone number

# Additional Sales Information

- Sales reports from the site can be accessed from the site and your group coordinator will receive copies of all sales. Each selling scout can view their current sales status
- All online sales need to be combined with door to door brochure sales and entered into the Three Harbors wreath sale site
- The onetime cost for set up is \$50 which we will bill on your final invoice
- Complete [this survey](#) to get started



## View Payments

View and manage the payments made to your fundraiser

## Participant Leaderboard

RANK		PARTICIPANT NAME	AMOUNT RAISED
01	●	=====	=====
02	●	=====	=====
03	●	=====	=====

# WREATH SALE INCENTIVES



- **All units receive 25% commission on each sale, including Fallen Hero wreaths**
- **Blitz Weekend – Sept 11-13<sup>th</sup>:**
  - Top 5 Fallen Hero sellers council-wide receive a \$100 Amazon gift card
- **Top Overall Salesperson in each district:**
  - receives a \$250 VISA gift card
- **Top 12 Units in total sale council-wide:**
  - Receive free product delivery
  - \$4500 retail threshold

# FALLEN HERO CEREMONY

Saturday, Dec. 12

Southern Wisconsin Veterans Memorial Cemetery  
Union Grove, WI



Scouts, families, and friends will be placing wreaths on the graves of veterans that have laid down their lives in service to the country.

By purchasing a Fallen Hero wreath donation, you will help us honor over 12,000 Fallen Heroes at this cemetery.

# 2020 FALL POPCORN SALE



# SIGN UP WITH PECATONICA RIVER

PECATONICA RIVER POPCORN

PRPopcorn.com

## Popcorn Vendor Registration

*This guide goes over frequently asked questions in regards to navigating and completing certain required tasks in Scout Boss.*

### First Steps:

- Go to [PRPopcorn.com](http://PRPopcorn.com)
- Click on "My Account"
- Click on "Create Unit Profile"
- Enter your Council Key (provided by your council)
- Choose your District from the dropdown menu
- Choose your unit type from the dropdown menu
- Choose your unit number from the dropdown menu
- Enter a username for the account (this does not need to be an email address as in previous years, but must be unique)
- Enter a Password for the account
- Enter the remaining profile information including the email address where all confirmation emails for the account will be sent.
- Click "Submit"

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### How to Access My Account?

- Go to [PRPopcorn.com](http://PRPopcorn.com)
- Click on "My Account"
- Enter in your username and password
- Once in the system, you will see your dashboard

Dashboard

# FALL 2020 POPCORN SALE DATES

- **Online Sale Starts:** Aug. 15
- **S&S Orders Due Online:** Aug. 19
- **S&S Distribution:** Sep. 10 & 11
- **Sale Starts:** Sep. 11
- **Blitz Weekend:** Sep. 18-20
- **Blitz Submissions Due:** Sept. 22
- **Sale Ends:** Oct. 21
- **Take Orders Due Online:** Oct. 23
- **Return Day:** Oct. 24
- **Take Order Distribution:** Nov. 10 & 11
- **Prize Order Opens:** Oct. 24
- **Prize order due:** Dec. 3
- **Payment due:** Dec. 3





# BOY SCOUTS OF AMERICA IS

ADVENTURE, FAMILY, FUN, CHARACTER, LEADERSHIP AND SO MUCH MORE...

**THREE HARBORS COUNCIL APPRECIATES YOUR SUPPORT**

OVER  
**70%**  
GOES BACK  
TO SCOUTING

# Pecatonica River Popcorn History



A Scouting Tradition for over 35 years.....

PECATONICA RIVER POPCORN

In 1983, Rural Route 1 Popcorn was approached by the U.S. Grant District Boy Scouts of America to produce pails of popcorn to be used as a fundraiser. Pecatonica River Popcorn was established as an exclusive brand solely for Scouting use.

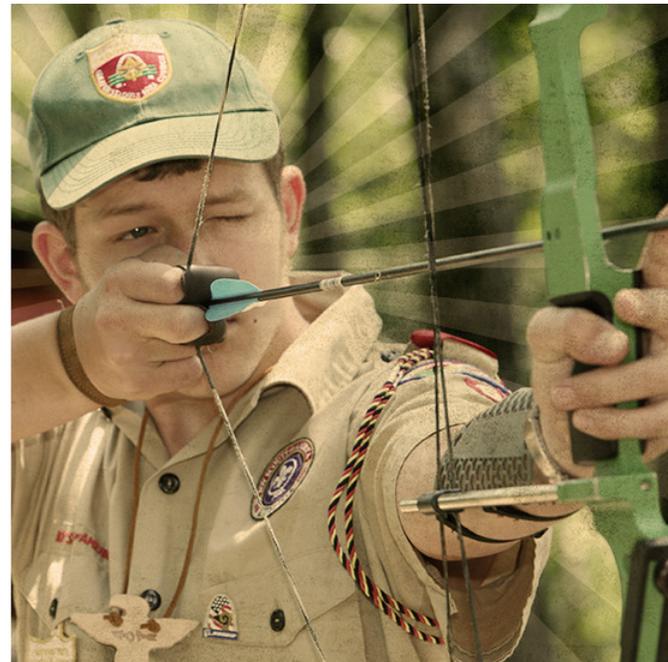


Our goal at Pecatonica River has been and always will be to make the best popcorn possible, consistently, efficiently and with high attention to detail. This goal is what keeps us in business year after year.

# Unit and Council Impact

## Unit and Council Impact

- Scouting Values
  - ✓ Scouts learn to earn their own way
  - ✓ Scouts learn responsibility
  - ✓ Scouts learn perseverance
  - ✓ Salesmanship
  - ✓ Communication
  - ✓ Self Confidence
  - ✓ Enhance Scouting Programs
  - ✓ Provide needed equipment
  - ✓ Reduce program costs



# What



## YELLOW POPPING CORN

America's healthiest snack food in a re-sealable tub! Pops up tender for that fresh popcorn taste you're craving.

Net Wt. 2 lbs ▲ \$10 GF UD



## CLASSIC CARAMEL CORN

Glazed to perfection with real butter and brown sugar to create a flavor to remember, with a crunch you can't forget.

Net Wt. 8 oz. ▲ \$10 GF



100% Premium Arabica Ground Coffee.

## SNAKEBITE SUPREMO COFFEE

Beautifully clean medium roast with deep running notes of red wine and chocolate.



Net Wt. 8 oz. ● \$15 GF



100% Premium Arabica Ground Coffee.

## CAMPFIRE CONNIPTION COFFEE

Heavy, full bodied, dark roast. Hints of toasted nuts and chocolate.



Net Wt. 8 oz. ● \$15 GF



## BUTTER MICROWAVE (16 PACK)

Take advantage of this convenient way to enjoy the freshly popped taste with a rich butter flavor. 0 grams of trans fats.

Net Wt. 40 oz. Ⓞ \$20 GF UD



## KETTLE CORN MICROWAVE (16 PACK)

Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fats.

Net Wt. 40 oz. Ⓞ \$20 GF UD



## CHEDDAR CHEESE

Made with real cheddar cheese. Each freshly popped kernel is generously covered with a cheesy flavor that will keep you coming back for more.

Net Wt. 7 oz. ● \$20 GF



## JALAPEÑO CHEESE

The unmistakable zip of jalapeño pepper gives this feisty popcorn flavor its heat. Perfect for those who like their snacks with a little kick.

Net Wt. 7 oz. ■ \$20 GF



## TRAIL MIX

This flavorful treat has cashews, peanuts, almonds, chocolate candies, raisins, banana chips, & dried cranberries.

Net Wt. 15 oz. Ⓞ \$20



## PEANUT BUTTER CUP

Two great tastes that taste great together. A melt in your mouth taste combination of milk chocolate & peanut butter.

Net Wt. 18 oz. ♥ \$25 GF



## MUD PUDDLES

A sweet combination of our buttery caramel corn & crushed peanuts coated in rich creamy fudge.

Net Wt. 18 oz. ☾ \$25 GF



## SEA SALT SPLASH NEW

Caramel popcorn dunked in dark fudge and sprinkled with a splash of sea salt. If you have never tried this combination, you don't know what you're missing.

Net Wt. 18 oz. ♣ \$25 GF



## CARAMEL WITH SEA SALT

Caramel corn made with real butter, brown sugar and the perfect amount of sea salt. The crunchy, sweet and salty combination will leave you wanting more.

Net Wt. 16 oz. ◇ \$25 GF



## MILK CHOCOLATY PRETZELS

If you like sweet and salty flavors, then you'll love these Chocolatey Pretzels!

Net Wt. 16 oz. Ⓢ \$25



## HOMETOWN HEROES TRIO

Everyone's favorite blend of sweet & savory, a snack you won't be able to put down. Mix them together for a Chicago style treat, or enjoy them individually.

Caramel Corn, Cheddar Cheese, Natural.

Net Wt. 19 oz. Ⓟ \$30 GF



## CHEESE LOVER'S

Cheese, cheese, and more cheese! A combination that will satisfy any cheese lover's appetite.

Cheddar Cheese, Jalapeño Cheese, Buffalo Ranch, White Cheddar.

Net Wt. 20 oz. Ⓞ \$40 GF



## CHOCOLATE LOVER'S NEW

Our Chocolate Lover's tin features 5 sweet treats that you can't resist!

Milk Chocolatey Pretzels, White Chocolatey Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain.

Net Wt. 60 oz. Ⓟ \$60



## MILITARY DONATION

Send the gift of popcorn to our military men & women, their families and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery.

■ \$30/\$50

# Who



# Who – BSA Prize Program

<b>\$650</b> PRICE LEVEL 06	<ul style="list-style-type: none"> <li>40 Durable Mr. Macgregor's Outlier</li> <li>41 Pocket 8 Shoot to Fly Drone</li> <li>42 LEGO City Dining Table</li> <li>43 BSA Stratosphere Mass Kit</li> <li>47 BSA Hammock without Straps</li> </ul>								
<b>\$550</b> PRICE LEVEL 05	<ul style="list-style-type: none"> <li>51 RC Flash Speed Motorcycle</li> <li>52 Star Wars Droid on Motor LED Set</li> <li>54 Backpack Knife</li> <li>55 1-2-3 Starter Compass</li> <li>56 Outdoor Survival Pouch Sleeping Bag (Assorted colors)</li> </ul>								
<b>\$350</b> PRICE LEVEL 04	<ul style="list-style-type: none"> <li>43 Slack Popper</li> <li>43 Hot Wheels Speed Action Set</li> <li>44 LEGO Star Wars Assault</li> <li>46 Emergency Last Light</li> <li>47 Mini Ice 2 in 1 LED Flashlight</li> </ul>								
<b>\$225</b> PRICE LEVEL 03	<ul style="list-style-type: none"> <li>30 Sticky Unicorn Pen</li> <li>31 Hot Wheels Blind Box</li> <li>35 2" Flash on Knife</li> <li>36 Hot Spikes Fire Starter</li> <li>37 Doghairs 6 in 1 Survival Aid</li> </ul>								
<b>\$115</b> PRICE LEVEL 02	<ul style="list-style-type: none"> <li>20 Squinky Energy Blind Box</li> <li>23 4-666 Pocket Mirror</li> <li>23 Spy Glasses</li> <li>26 Doghairs Zip Pull Thermometer/Compass</li> <li>27 Beanie Hat</li> </ul>								
<b>SELL 1</b> PRICE LEVEL 01	<ul style="list-style-type: none"> <li>1 Popcorn Patch 2020</li> </ul>								
<b>BONUS</b> PRICE LEVEL 00	<p>Council Bonus Prizes are based on total retail sales by your Scout</p> <table border="0"> <tr> <td>3475 \$750 - \$750 VISA Gift Card</td> <td>3479 \$7500 - \$7500 VISA Gift Card</td> </tr> <tr> <td>3476 \$1200 - \$1200 VISA Gift Card</td> <td>3480 \$10,000 - \$10,000 VISA Gift Card</td> </tr> <tr> <td>3477 \$2000 Preseason Member's Circle Price</td> <td>3481 \$15,000 - \$15,000 VISA Gift Card</td> </tr> <tr> <td>3478 \$2000 Preseason Member's Circle Price</td> <td></td> </tr> </table> <p>Gift Cards <b>Gifted by Council!</b></p> <p>Products subject to substitution of equal or greater value. Scout will receive the bonus item and the item from the other annual level.</p>	3475 \$750 - \$750 VISA Gift Card	3479 \$7500 - \$7500 VISA Gift Card	3476 \$1200 - \$1200 VISA Gift Card	3480 \$10,000 - \$10,000 VISA Gift Card	3477 \$2000 Preseason Member's Circle Price	3481 \$15,000 - \$15,000 VISA Gift Card	3478 \$2000 Preseason Member's Circle Price	
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3478 \$2000 Preseason Member's Circle Price									

## PRIZE ORDER FORM

Full Name \_\_\_\_\_ Pack/Troop # \_\_\_\_\_ Total Sales: \_\_\_\_\_

Level	Description	Quantity

Products subject to substitution of equal or greater value.

# POPCORN SALES 2020

THREE HARBORS COUNCIL      MY GOAL \$ \_\_\_\_\_      MY PRIZE GOAL \_\_\_\_\_

<b>\$5500</b> PRICE LEVEL 14	<ul style="list-style-type: none"> <li>140 Nintendo Switch</li> <li>142 PLATINUM Camping Bundle</li> </ul> <p>(Includes Pad, Bag, Mummy Kit, First Aid Kit, Back Knife, Lumberman Knife, Pillow &amp; Tent)</p>
<b>\$4000</b> PRICE LEVEL 13	<ul style="list-style-type: none"> <li>130 RC Mech Cannon</li> <li>131 Drone Go</li> <li>132 GOLD Camping Bundle</li> </ul> <p>(Includes Tent, Pad, Bag, Headlamp, First Aid Kit &amp; Mummy Kit)</p>
<b>\$3500</b> PRICE LEVEL 12	<ul style="list-style-type: none"> <li>120 Ninja Rope &amp; Ninja Line</li> <li>121 Outdoor Logo</li> <li>122 Razor E90 Electric Scooter</li> <li>123 Apple Airpods</li> </ul>
<b>\$2750</b> PRICE LEVEL 11	<ul style="list-style-type: none"> <li>110 Quadcopter Camera CX</li> <li>111 Football Table 42"</li> <li>114 BSA Mixer 4-Person Tent</li> <li>116 GIL Ultra Light Backpack</li> </ul>
<b>\$2000</b> PRICE LEVEL 10	<ul style="list-style-type: none"> <li>100 Everest's Dream Home LED Set</li> <li>101 Nano Space Station</li> <li>102 Building Auto Water Transformer</li> <li>104 Knitfire Fire</li> <li>105 Lumberman Sidelink</li> </ul>
<b>\$1500</b> PRICE LEVEL 09	<ul style="list-style-type: none"> <li>90 Doghairs's Home Jumping LED Set</li> <li>91 Doghairs 15L Daypack</li> <li>94 Build Your Own Drone</li> <li>95 Mosquito Deterrent</li> <li>96 Klyno! Static V Sleep Pad</li> </ul>
<b>\$1000</b> PRICE LEVEL 08	<ul style="list-style-type: none"> <li>81 Hot Wheels Star Wars Starship Set</li> <li>82 Hovering Target Shooter</li> <li>84 Mega Saver &amp; Puffy Lab</li> <li>85 Laser Light 2.0</li> <li>87 Koby 12. Dogpack</li> </ul>
<b>\$850</b> PRICE LEVEL 07	<ul style="list-style-type: none"> <li>80 Everest's Art Studio LED Set</li> <li>72 LEGO City Arctic Explorer</li> <li>74 Lani Leather Takehome LED Set</li> <li>77 Klyno! X-Large Pillow</li> <li>78 Outdoor LED Pack-Away Lantern</li> </ul>

Products subject to substitution of equal or greater value.

# Who – Council Promos

## Blitz Weekend Sept 18-20

- Top 5 sellers council-wide receive a \$100 Amazon.com gift card.
- Proof of sales submission for Blitz Weekend due by 11:59 pm on Tuesday, September 22, 2020.

## Council Level Bonus Prizes

- Level 1: Sell \$750 - \$1,249 in retail popcorn sales = \$75 VISA Gift Card
- Level 2: Sell \$1,250 - \$2,499 in retail popcorn sales = \$125 VISA Gift Card
- Level 3: Sell \$2,500 - \$4,999 in retail popcorn sales = Pecatonica Winner's Circle\*
- Level 4: Sell \$5,000 - \$7,499 in retail popcorn sales = Pecatonica Winner's Circle\*
- Level 5: Sell \$7,500 - \$9,999 in retail popcorn sales = \$750 VISA Gift Card
- Level 6: Sell \$10,000 - \$14,999 in retail popcorn sales = \$1000 VISA Gift Card
- Level 7: Sell \$15,000+ in retail popcorn sales = \$1500 VISA Gift Card

# Who – PR Winners Circle

## WINNER'S CIRCLE

★ **SELL \$2,500** PICK A PRIZE FROM THE WINNER'S CIRCLE



43" SMART TV



ELECTRIC SCOOTER

\*STYLE AND COLOR SUBJECT TO AVAILABILITY



KARAOKE SYSTEM



TABLET



REMOTE CONTROLLED CAMERA DRONE



SIT ON TOP KAYAK

\*STYLE AND COLOR SUBJECT TO AVAILABILITY



\$200 AMAZON GIFT CARD



\$200 BEST BUY GIFT CARD

★ **SELL \$5,000** CHOOSE PRIZE FROM ABOVE OR ONE OF THE FOLLOWING



NINTENDO SWITCH



PLAYSTATION 5



XBOX SERIES X

\*\*ONE PRIZE PER SCOUT AND SUBJECT TO AVAILABILITY\*\*

### Online sales count!

Any Scouts that sell \$2,500 or more can have their choice of prize from Pecatonica River's "Winners Circle". Unit leader will enter their Scout's into the Winners Circle.

Any Scouts that sell \$5,000 or more can have their choice of prize from Pecatonica River's 3 prize options

# How To Sell

## Scout Tasting Session

The purpose of a tasting session is to have each boy try 1 or 2 kernels of each flavor. Once everyone has tasted each flavor, have the boys vote on which popcorn they liked best! By conducting a tasting session for your group you create product familiarity and product knowledge.

Educate your Scouts on a timeline that best fits your unit's potential and calendar

Lead the unit with sales goals down to each individual Scout

Leverage the unit's plan to all Scouts, leaders, and families – connect the sales goal to the unit budget

# How To Sell



# How To Sell

## Social Distance Selling

Get a jump START on your sales.



1

### Obtain an online seller id.

- Contact your unit leader to get signed up for a seller id.

2

### Make a list of people you know to ask for support.

- With your parent, go through the contact lists of your phone(s) and your social media friends lists (ie. Facebook).

3

### Draft your Scout's sales pitch.

- Hi, I'm \_\_\_\_\_ from \_\_\_\_\_ (Pack/Troop #). We're selling popcorn to raise money for \_\_\_\_\_. There are many items to choose from. How many would you like?

4

### Create an online video with MyPrPopcorn.

- Download the app (MyPRPopcorn) for your android or apple device. The app allows you to create a video to share with family and friends to ask for their support.

5

### Ask for support.

- Share the Scout's video via social media or email. Any online sales made at [www.prcpopcornstore.com](http://www.prpopcornstore.com) with the Scout's seller id will be credited back to the Scout.

6

### Ask for support in the neighborhood

- Ask neighbors and/or community members to support you via door to door sales, pop up booths or community apps (Next Door).
- Have a credit card reader available to help in collecting funds while staying socially distanced.

# How To Sell

**BUY YOUR SCOUT POPCORN HERE!**

**OVER 70% GOES BACK TO SCOUTING**

**IT'S POPCORN TIME**

**OVER 70% GOES BACK TO SCOUTING**

**PECATONICA RIVER POPCORN**

# How To Sell

Take Order Flyer – Scout takes door to door to collect orders. Form has spaces for 30 names.



Take to Work Tent (silent seller) – Placed in work place breakroom, community building, worship hall, etc. Customers write in their own information.

Door Hanger – Best utilized for those customers requesting social distancing or as a way to allow customers more time to make a decision. Leave door hanger with customer and return to collect the order. One customer per hanger.



# Where To Sell

## Show & Sell/Pop Ups/Drive Thru

- Setting up a display of your popcorn at a high traffic area is an easy way to increase your sale!

## Show & Deliver

- Combines the Show & Sell (Products ordered in advance) and Take Order (Going door-to-door). One Stop Selling!

## Take Order

- The traditional way for Scouts to sell popcorn is going door-to-door in the community. Customers place their order on the take order form and it gets delivered after the sale.

## Online Sales

- Customers can support Scouts from across the country with [prpopcornstore.com](http://prpopcornstore.com). Each Scout gets credit for what is sold.

# How to Sign Up Scout



Clicking image will launch Youtube. Once finished viewing "X" out to return to slide show.

# Where: PRPopcornstore.com

Online selling allows Scouts to sell to faraway friends and family. 60% of every purchase goes back to Scouting.

Why sell online?

- **No deliveries!** PRP ships the product directly to the consumer.
- **Emails sent out each time an order delivers so that the unit leader and Scout can track sales.**
- **It's easy!** Scouts register to sell with their unit leader via the Unit dashboard.
- Online Options
- Sales count towards **prize levels.**

Free Shipping  
on all online  
orders.



# Where: PRPopcornstore.com



A Scouting Tradition for over 35 years....

PECATONICA RIVER POPCORN



## WELCOME TO THE PECATONICA RIVER ONLINE STORE!



**TRUSTWORTHY TRIO**  
Cheese, Caramel, Natural  
**\$30.00**



**LOYAL ASSORTMENT**  
Butter, Kettle,  
Sea Salt Light Microwave  
**\$30.00**



**HELPFUL MIX**  
Caramel, Cheese,  
Sea Salt Splash  
**\$35.00**



**FRIENDLY BUNDLE**  
Caramel, Cheese,  
Peanut Butter Cup  
**\$35.00**



**COURTEOUS CLUSTER**  
Sea Salt Splash, White Ruby,  
Cheese, Caramel  
**\$40.00**



**KIND COMBO**  
Sea Salt Splash, Caramel,  
Cheese, Peanut Butter Cup  
**\$40.00**



**OBEDIENT BLEND**  
Trail Mix, Cheese,  
Caramel  
**\$40.00**



**CHEERFUL VARIETY**  
Milk Chocolatey Pretzels,  
Peanut Clusters, Cherry  
Cordials  
**\$45.00**



**THRIFTY BREW**  
Coffee, English Toffee,  
Caramel  
**\$45.00**



**CLEAN CLASSIC**  
White Ruby  
**\$50.00**



**BRAVE MEDLEY**  
Peanut Clusters, English Toffee,  
Cashew Clusters, Cherry Cordials  
**\$50.00**



**REVERENT COLLECTION**  
Caramel, Cheese, Trail Mix,  
Sea Salt Splash, Coffee,  
Peanut Clusters  
**\$60.00**



**MILITARY DONATION**  
**\$10.00**

**FREE SHIPPING ON ALL ORDERS!!!**

[pops@prpopcorn.com](mailto:pops@prpopcorn.com)

**FREE SHIPPING ON ALL ORDERS!!!**

# Where To Get Card Reader



- It's FREE – Get your free credit card reader at [squareup.com/i/PRPOPCORN1](https://squareup.com/i/PRPOPCORN1)
- Just **2.6 percent + \$0.10** per swipe.



**Small credit card reader, big possibilities! Take-in-person card payments anywhere with Square.**

Accept credit cards anywhere! Square readers works with the free Square Point of Sale app to allow everyone to take payments on their smartphone or tablet. Increase your popcorn sales with the latest technology.



- ✓ Fast setup
- ✓ Next day funding
- ✓ Free card reader & app
- ✓ Load your inventory and track sales
- ✓ Live customer service support
- ✓ No commitments

**Signing up is simple!**

Just head to [squareup.com/i/PRPOPCORN1](https://squareup.com/i/PRPOPCORN1) to sign up for Square for FREE.



# Scout Boss



Clicking image will launch Youtube. Once finished viewing "X" out to return to slide show.



HOME

MY ACCOUNT



A Scouting Tradition for over 25 years.....

## PECATONICA RIVER POPCORN



# Kernel Tracker



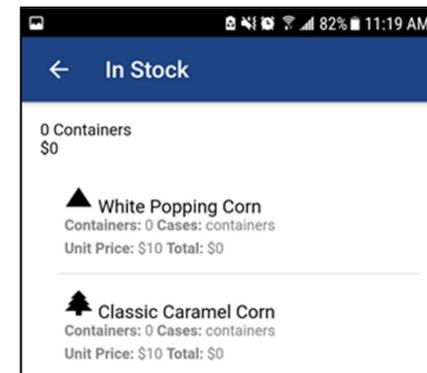
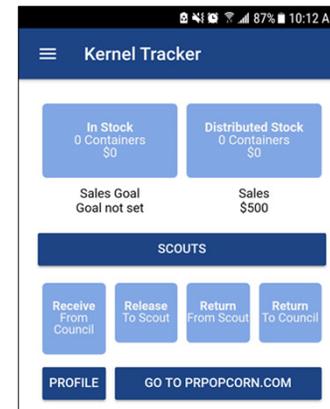
Clicking image will launch Youtube. Once finished viewing "X" out to return to slide show.

# www.PRPopcorn.com

## Kernel Tracker App

- Kernel Tracker helps you easily manage Show & Sell inventory down to the individual container:
  - Product Received from Council
  - Product Given to Scouts
  - Product Returned by Scouts
  - Product Returned to Council.

You can even see exactly what products each Scout has checked out and how much they owe.



# Thank You!

Questions or Comments?



PR Popcorn- Proprietary and Confidential

# RESOURCES FOR LEADERS

- Leaders Guides
- Resources Tab <https://www.threeharborsscouting.org/fundraiser/popcorn-wreath-sale/72333>
- Starter Bags - will be delivered by your DE by September 1, 2020
- Newsletter
- Facebook
- Live Resources
  - [Popcorn@ThreeHarborsScouting.org](mailto:Popcorn@ThreeHarborsScouting.org)
  - [Wreaths@ThreeHarborsScouting.org](mailto:Wreaths@ThreeHarborsScouting.org)
  - [India.McMiller@Scouting.org](mailto:India.McMiller@Scouting.org)
    - Wreaths
  - [Cheyann.Thunberg@Scouting.org](mailto:Cheyann.Thunberg@Scouting.org)
    - Popcorn



# **BEST PRACTICES**

**Any ideas or successes units would like to share?**

**QUESTIONS?**

**#POPCORNISLIFE #WREATHSAREROUND**