



New Kernel Orientation

HOW TO SELL

SALES FLYERS



MONEY ENVELOPES



SALES BANNER



TOTES



TAKE-TO-WORK TENTS



DOOR HANGERS



TASTING KITS



Blitz Weekend



TASTING KIT FLAVOR GRID

Pecatonica River Popcorn

How To Conduct A Tasting Session

The process of a tasting session is to have each Scout try 1 or 2 kernels of each flavor. Once everyone has tasted each flavor, have the Scouts vote on which popcorn they liked best. Tally the votes and determine which flavors were everyone's favorites.
Have fun with it!

How A Tasting Session Will Help Your Sales

By conducting a tasting session for your group you create product familiarity and product knowledge. Now each Scout can use the tasting results as a selling tool. For example, when the Scouts are at someone's door selling and the buyer says "I don't know what to get" the Scout can say "My pack did a taste testing session and we decided that Cheese was the best, but I like White Ruby so you should buy them both!"

*Download Tasting Kit Name Cards at:
www.prpopcorn.com

Tasting Kit

<p>Caramel Corn with Sea Salt</p> <p>UC#8027</p> <p>Buttery caramel coated popcorn with the perfect amount of sea salt.</p> <p>-Silver Foil-</p> <p><small>UC#8027</small></p> <p><small>Contains: Milk, Soy Processed in a facility that also processes peanuts and tree nuts</small></p>	<p>White Ruby</p> <p>UC#8046</p> <p>Sweet popcorn and tart cranberries smothered in white fudge.</p> <p>-Red Foil-</p> <p><small>UC#8046</small></p> <p><small>Contains: Milk, Soy, Peanuts, Tree Nuts</small></p>	<p>White Cheddar</p> <p>UC#8038</p> <p>White cheddar goodness with our freshly popped gourmet corn.</p> <p>-Silver Foil-</p> <p><small>UC#8038</small></p> <p><small>Contains: Milk Processed in a facility that also processes peanuts, tree nuts and soy</small></p>
<p>Cheddar Cheese</p> <p>UC#8036</p> <p>Wisconsin cheddar cheese popcorn.</p> <p>-Gold Foil-</p> <p><small>UC#8036</small></p> <p><small>Contains: Milk Processed in a facility that also processes peanuts, tree nuts and soy</small></p>	<p>Kettle Corn</p> <p>UC#8033</p> <p>Experience a tasteful pleasure to satisfy your sweet and salty craving.</p> <p>-Silver Foil-</p> <p><small>UC#8033</small></p> <p><small>Processed in a facility that also processes milk, soy, peanuts and tree nuts</small></p>	
<p>Jalapeño Cheese</p> <p>UC#8038</p> <p>A zesty twist to an old favorite.</p> <p>-Red Foil-</p> <p><small>UC#8038</small></p> <p><small>Contains: Milk Processed in a facility that also processes peanuts, tree nuts and soy</small></p>	<p>Peanut Butter Cup</p> <p>UC#8045</p> <p>A melt in your mouth taste combination of milk chocolate and peanut butter.</p> <p>-Gold Foil-</p> <p><small>UC#8045</small></p> <p><small>Contains: Milk, Soy, Peanuts, Tree Nuts</small></p>	<p>Sea Salt Splash</p> <p>UC#8021</p> <p>Caramel corn coated in rich fudge, with a splash of sea salt.</p> <p>-Green Foil-</p> <p><small>UC#8021</small></p> <p><small>Contains: Milk, Soy, Peanuts, Tree Nuts</small></p>
<p>Microwave</p> <p>Butter</p> <p><small>UC#8062</small></p> <p><small>UC#8062</small></p> <p><small>Contains: Milk</small></p>	<p>Microwave</p> <p>Kettle Corn</p> <p><small>UC#8062</small></p> <p><small>UC#8062</small></p> <p><small>No Allergens</small></p>	

Caramel Corn with Sea Salt

Buttery caramel coated popcorn with the perfect amount of sea salt.

-Silver Foil-

Contains: Milk, Soy

Processed in a facility that also processes peanuts and tree nuts



PECATONICA RIVER POPCORN



UC#8062

SALES FLYER

YOUR FAVORITE POPCORN and MORE!



YELLOW POPPING CORN

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

Net Wt. 2 lbs ▲ \$10 ☞ Ⓚ



CHEDDAR CHEESE

Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheeses that will keep you coming back for more.

Net Wt. 7 oz. ● \$22 ☞



MILK CHOCOLATY PRETZELS

If you like sweet and salty flavors, then you'll love these chocolate covered pretzels!

Net Wt. 15 oz. ☞ \$25 Ⓚ



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 ☞



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. ■ \$22 ☞



CLASSIC TRIO

Everyone's favorite blend of sweet and 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. ☞ \$35 ☞



MORNING BREW

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

Net Wt. 7 oz. ● \$15 ☞



CAJUN CRUNCH

A snack mix with a kick! This spicy mix contains corn sticks, peanuts, sesame sticks, sesame seeds, and pretzels.

Net Wt. 14 oz. ▲ \$22



CHEESE LOVERS

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. ▲ \$45 ☞



BUTTER MICROWAVE (15 PACK)

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

Net Wt. 37.5 oz. ▲ \$20 ☞ Ⓚ



PEANUT BUTTER CUP

Two classic flavors that taste great together. A melt in your mouth combination of milk chocolate and peanut butter.

Net Wt. 15 oz. ♥ \$25 ☞



CHOCOLATE LOVERS

Our Chocolate Lovers 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. 55 oz. ☞ \$60



KETTLE CORN MICROWAVE (15 PACK)

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

Net Wt. 37.5 oz. ☞ \$20 ☞ Ⓚ



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. 15 oz. ◆ \$25 ☞



MILITARY DONATION

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

☞ \$30/\$50



KETTLE CORN

Experience a tasteful treat, sure to satisfy your sweet and salty craving.

Net Wt. 10 oz. ★ \$20 ☞

Inside Bottom

SELLER NAME: _____
 UNIT NUMBER: _____
 PHONE NUMBER: _____
 PRIZE SELECTION: _____

THANK YOU FOR YOUR SUPPORT!

Name/Address/Phone	White Cheddar	Cheddar	Cheddar & Corn	Butter Microwave	Apple Corn Microwave	Cheddar Cheese	Assorted Cheese	Apple Corn	Sea Salt Sesame	Caribbean	Assorted	Original	Cheddar Lovers	Military Donation	Military Donation	TOTAL ITEMS	AMOUNT DUE	PAID (A)	DEL (B)
	\$10	\$10	\$20	\$20	\$20	\$20	\$20	\$25	\$25	\$30	\$40	\$60	\$30	\$50					
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2																			
3																			
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TOTALS																			

Scout takes the flyer door to door to collect orders.

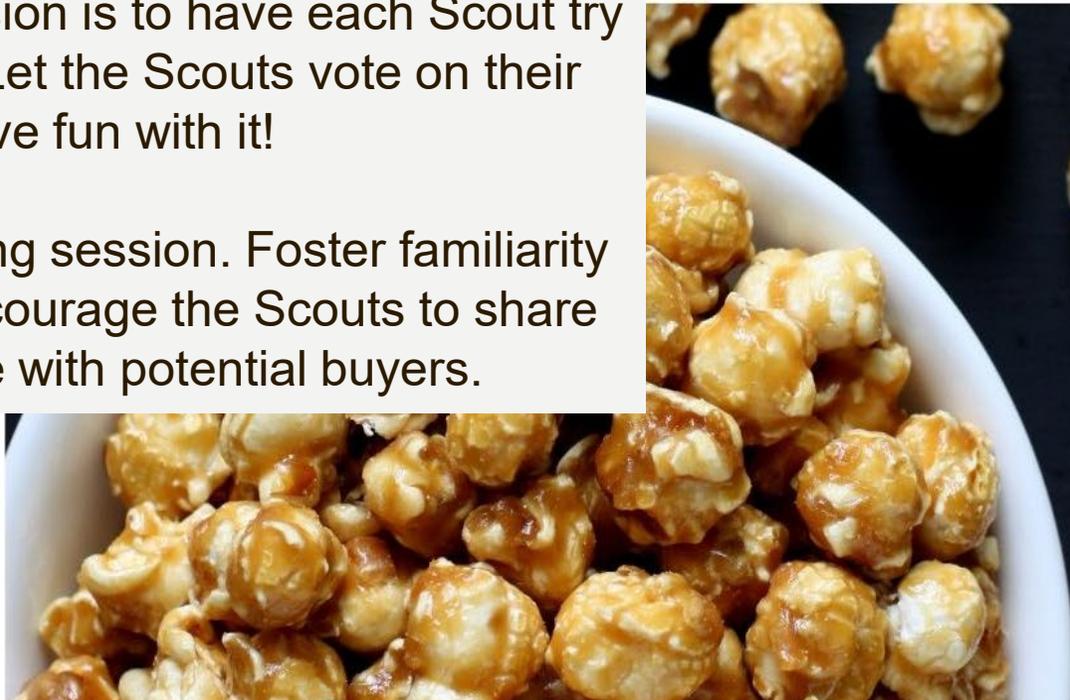
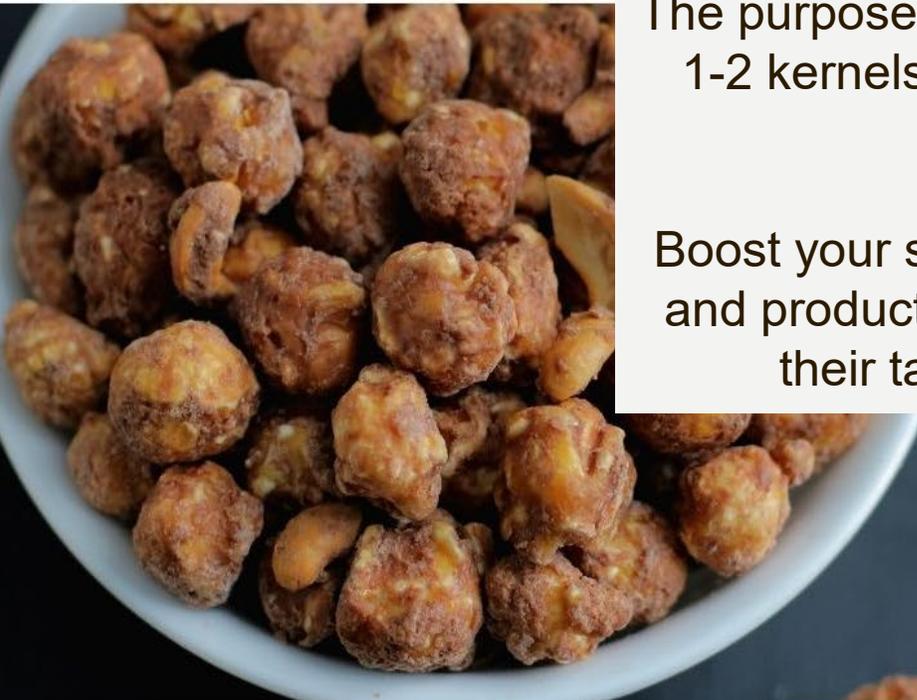
Form has spaces for up to 30 names.



**FAMOUS PR POPCORN
TASTING KIT
(It's Free!)**

The purpose of a tasting session is to have each Scout try 1-2 kernels of each flavor. Let the Scouts vote on their favorites - have fun with it!

Boost your sales with a tasting session. Foster familiarity and product knowledge. Encourage the Scouts to share their tasting experience with potential buyers.



MONEY ENVELOPES

PECATONICA RIVER POPCORN



www.prpopcorn.com

Unit Money Envelope

Unit Name: _____

Money Due: _____

Total Amount: _____

Keep all Scout individual money envelopes together in the unit money envelope

PECATONICA RIVER POPCORN



www.prpopcorn.com

INDIVIDUAL MONEY ENVELOPE

Name: _____

Phone: _____

Containers Sold: _____

Amount of Money Due: _____

Money is Due By: _____

When Delivering Popcorn...

1. Smile and accept the customer's money.
2. Make checks payable to: _____
3. When making change, count the money aloud.
4. After they have paid, give them the popcorn.
5. Thank your customer.

USE THIS ENVELOPE TO HOLD YOUR MONEY AND CHECKS

SALES BANNER

BUY YOUR SCOUT POPCORN HERE!

OVER 70% GOES BACK TO SCOUTING

IT'S POPCORN TIME

OVER 70% GOES BACK TO SCOUTING

PECATONICA RIVER POPCORN

Use to draw attention to your display or location.

WHERE TO SELL



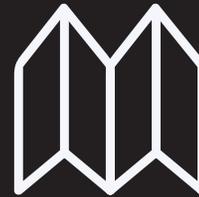
Show & Sell

Set up in high traffic area
Popcorn is ordered in
advance on consignment
from Council



Show & Deliver

Combine Show & Sell
and Take Order
Popcorn is taken door
to door & sold on the
spot



Take Order Traditional way of going door to door

Popcorn is delivered
after the sale



Online Store Customers can support all across the country

Each Scout gets credit
for sales

TECHNICAL SUPPORT & SERVICES

KERNEL TRACKER TOOL

INVENTORY MANAGEMENT APP

WEB BASED (NO APP STORE)

LINK TO DOWNLOAD AVAILABLE ON UNIT DASHBOARD

LIST SHOW-N-SELL LOCATIONS SHIFTS AVAILABLE

MANAGE SIGN UPS FOR SHOW-N-SELL LOCATION SHIFTS



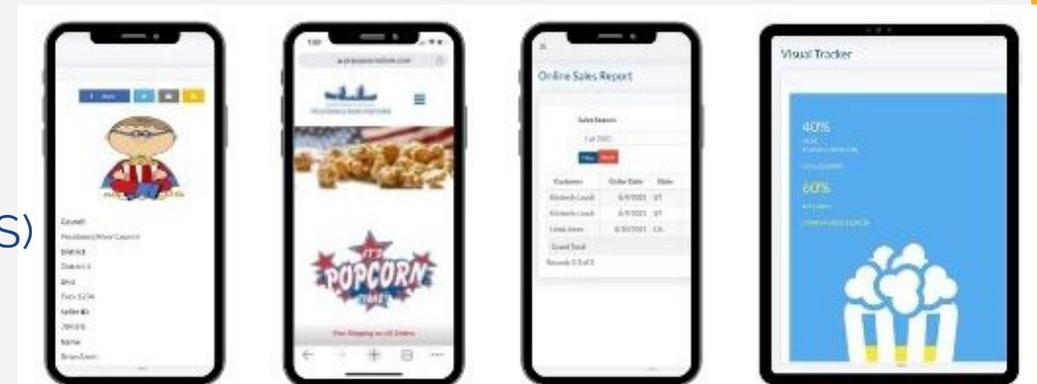
MYPRPOPCORN TOOL

ONLINE SELLING APP FOR SCOUT

SHARE VIA SOCIAL PLATFORMS

TRACK SALES PROGRESS (ONLINE AUTO POPULATES)

SIGN UP FOR SHOW-N-SELL LOCATION SHIFTS



Scout Boss

Create Unit Account

- Go to PRPopcorn.com
- Click "My Account"
- Click "Create Unit Profile"

Sign-In

Username

Password

Login

[Forgot your password?](#)

[Watch Seller ID Tutorial Video](#)

Sign-Up

 [Create Unit Profile](#)

Why Sign-Up?

- Place unit orders
- View order history
- Sign up Scouts for online sales
- Enter Scouts into Winners Circle
- Download your worksheet tool

Scout Boss

Unit Signup

- Council Key = 636THC
- Choose District, Unit type and number from drop downs
- Username has to be unique
- Can use same email if managing multiple units
- Click "Next" to commit to the sale.

Unit Signup

Council Key*

Council* District* Unit Type* Unit*

First make your select ▼ First make your select ▼ First make your select ▼ First make your select ▼

Username* Password* Confirm Password*

6+ characters with 1 number

First Name* Last Name*

Address*

City* State* Zip*

--Select-- ▼ #####

Phone* Email*

##-####

Scout Boss

Dashboard

Summary of your unit's sale at a glance

Hot buttons

- New order
- Manage Orders
- Scout Seller IDs
- Winners Circle
- Worksheet Tool
- Kernel Tracker

The screenshot displays the Scout Boss Dashboard interface. At the top, there is a navigation bar with a 'Dashboard' link and several action buttons: '+ New Order', 'Manage Orders', 'Scout Seller IDs', 'Winner's Circle', 'Worksheet Tool', and 'Kernel Tracker'. Below this is the 'Order Summary' section, which is currently set to 'Current Season - Fall 2021'. It includes a 'Download data' link and a table with the following data:

Order Type ▲	Total Containers	Total Retail Dollars	Total Unit Cost	Unit Commission
Return	0	\$0.00	\$0.00	\$0.00
Show & Sell	158	\$3,010.00	\$2,107.00	\$903.00
Take Order	0	\$0.00	\$0.00	\$0.00
Total	158	\$3,010.00	\$2,107.00	\$903.00

Below the current season summary is the 'Prior Season Comparison - Fall 2020' section, also with a 'Download data' link and a table:

Order Type ▲	Total Containers	Total Retail Dollars	Total Unit Cost	Unit Commission
Show & Sell	142	\$2,880.00	\$2,016.00	\$864.00
Total	142	\$2,880.00	\$2,016.00	\$864.00

The dashboard also features two side panels. The 'Important Dates' panel contains a table of upcoming events:

Event Date	End Date	Event Name	Event Details
8/1/2022	8/1/2022	Popcorn Kickoff	
8/15/2022	8/15/2022	Show & Sell Order Due	
8/25/2022	8/26/2022	Show & Sell Distribution	
10/21/2022	10/21/2022	Take Order Due	
11/8/2022	11/8/2022	Take Order Distribution	

The 'Council Info' panel provides details for the Pecatonica River Council, including the address (105 E Tama St, Livingston, IL 63554) and phone number (808.943.8283).

Scout Boss

Place an Order

- Click “New Order” on the Dashboard.
- Choose what type of order you are entering (Take Order/Show n Sell) as well as pick up location.
- You will then be able to enter in your order.

Add Order

[Invoices](#) / [Orders](#) / [+ Add Order](#)

Sale Season
Fall 2021

Order Type*

Show & Sell ▼

Pick Up Location*

Location 1 ▼

[Submit](#)

Scout Boss

Place an Order

- Remember:
 - Show n Sell orders enter in as cases (If you are unsure of how many containers are in a case per product, please see “Helpful Tips” at the bottom of the page.)
 - Take Orders enter in as individual containers.
- At the bottom of the order form, you have the ability to add any notes/comments to the order.
- Click “Update” to place your order.

Sale Season	Order Status
Fall 2021	Submitted by Unit
Order Type	Location
Show & Sell	Location 1

	Image	Product	Price	Cases	Containers	Total Containers	Line Total
1	▲	2# Yellow Popping Corn - AB	\$10.00	<input type="text" value="0"/>		0	\$0.00
2	▲	Caramel - TV Bucket	\$10.00	<input type="text" value="0"/>		0	\$0.00
3	⊕	15 Pack Butter	\$20.00	<input type="text" value="0"/>		0	\$0.00
4	☑	15 Pack Kettle Corn	\$20.00	<input type="text" value="0"/>		0	\$0.00
5	●	7 oz. Cheddar Cheese - Salute	\$20.00	<input type="text" value="0"/>		0	\$0.00
6	■	7 oz. Jalapeno Cheese - Liberty	\$20.00	<input type="text" value="0"/>		0	\$0.00
7	◇	Caramel w/Sea Salt - HH	\$25.00	<input type="text" value="0"/>		0	\$0.00
8	▲	Sea Salt Splash - HldLn	\$25.00	<input type="text" value="0"/>		0	\$0.00
9	③	Hometown Heroes Trio	\$30.00	<input type="text" value="0"/>		0	\$0.00
10	④	Cheese Lovers - AFP	\$40.00	<input type="text" value="0"/>		0	\$0.00
11	⑤	Chocolate Lovers - CTG	\$60.00	<input type="text" value="0"/>		0	\$0.00
Total						0	\$0.00

Notes

Scout Boss

Enter Scout for Seller ID

- Click "Scout Seller IDs" on the Dashboard.
- A list of Scouts with current online Seller ID's will populate.
- You do not have to enter a Scout every year for a new Seller ID. Scouts can use the same ID year after year while with this unit.
- To add a new Scout, enter in the required fields (white boxes next to the Add button):
 - First Name
 - Last Name (we only need the first two letters of his/her last name)
 - Parent/Guardian email address
 - Click "Add." A random Seller ID will be populated and an email will be sent to the parent/guardian letting them know their Scout's Seller ID.

Scouts

Scouts

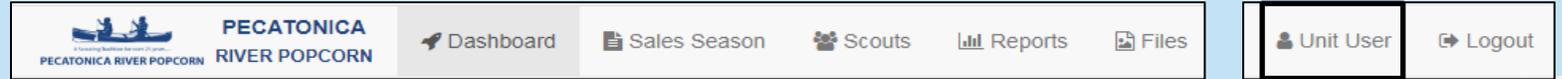
Active Scouts Inactive Scouts All Scouts

X Bulk Delete

<input type="checkbox"/>	Inactive	First Name	Last Name	Email	Seller ID	Date Added		
<input type="checkbox"/>		<input type="text"/>	<input type="text"/>	<input type="text"/>				Add
<input type="checkbox"/>	No	John	Doe	johndoe@email.com	0EAX6C	10/13/2017	Prizes	Edit X Delete
<input type="checkbox"/>	Yes	Joe	Smith	joesmith@email.com	6QJN1C	10/30/2017	Prizes	Edit X Delete
<input type="checkbox"/>	No	test	test	alisa.proskura@caspio1.com	S0211I	11/28/2017	Prizes	Edit X Delete
<input type="checkbox"/>	No	Benny	White	bwhite@test.com	XS1U2W	3/22/2018	Prizes	Edit X Delete

Records 1-4 of 4

Scout Boss



What is Included in the Top Header?

Dashboard

Select this at any time to go back to the dashboard.

Sales Season

Add/edit/view any orders placed during the fundraiser year.

Print an invoice

Scouts

Add/view all Scouts

Edit Scouts information

Enter in Winners Circle prize

Reports

Pick Tickets

Online Invoices (online sales per Scout)

Remaining Balance

Sales Summary

Commission Matrix – this report shows you the commission percent assigned to your unit. If there is a mistake with that percent, please contact your council office.

Files

Here you can:

Print council specific forms

TECHNICAL SUPPORT & SERVICES

SALES TUTORIALS

www.pecatonicariverpopcorn.com/Tutorials.html

Kernel Tracker
My PR Popcorn
Seller ID
Scout Boss (unit)
Sales Banner
Super Saturday Prize
Bullet Board
Envelopes
Tote Bag
Tasting Kit
Sales Flyer
Take to Work Tent
Door Hanger

 <p>Kernel Tracker Tutorial</p> <p>Unit Inventory Tool Web Based Use On Any Device With Browser</p> <p>Go to Video</p>	 <p>My PR Popcorn Tutorial</p> <p>Online Selling Tool for Scout Share Via Social Platforms Sign Up for Show-N-Sell Shifts</p> <p>Go to Video</p>	 <p>Seller ID Tutorial</p> <p>Used to Sell Online Unit Kernel Signs up Seller Seller Id Never Expires</p> <p>Go to Video</p>
 <p>Scout Boss Tutorial</p> <p>Place Unit Orders Sign Up Scouts for Online Sales View Historical Sales For Unit</p> <p>Go to Video</p>	 <p>Sales Banner Tutorial</p> <p>Vinyl Banner with Grommets Reusable and Durable Draw Attention to Booth Sales</p> <p>Go to Video</p>	 <p>Super Saturday Prize Tutorial</p> <p>1 Prize Per Unit Generate Excitement Use As To Motivate Sellers</p> <p>Go to Video</p>

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
- 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"

How to Access My Account?

- Go to PRPopcorn.com
- Click on "My Account"
- Enter in your username and password
- Once in the system, you will see your dashboard

Dashboard

SIGN-UP TO SELL



Embodying everything Scouting is about, participating in the product sale program teaches Scouts: Responsibility, Bravery, Faith, 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 [Pecatonica River Popcorn](#), [Noble Valley Farms](#) and [Northwoods Wreaths](#), offer unmatched product lineup and unparalleled customer service. Thank you for your support of our council and you,

Wreath Sale Resources	Popcorn Sale Resources	Leader Trainings Now Virtual - Please Read
Sign-up to Sell (online)	Sign-up to Sell (online)	Upcoming Events
Sign-up to Sell (download form)	Sign up to Sell (download form)	
Wreath website Registration (online)	Pecatonica website Registration (online)	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
Wreath Leader's Guide	Popcorn Leader's Guide	
Wreath Sale Schedule	Popcorn Sale Schedule	
Selling Tips	Popcorn Prize Order Form	



Questions