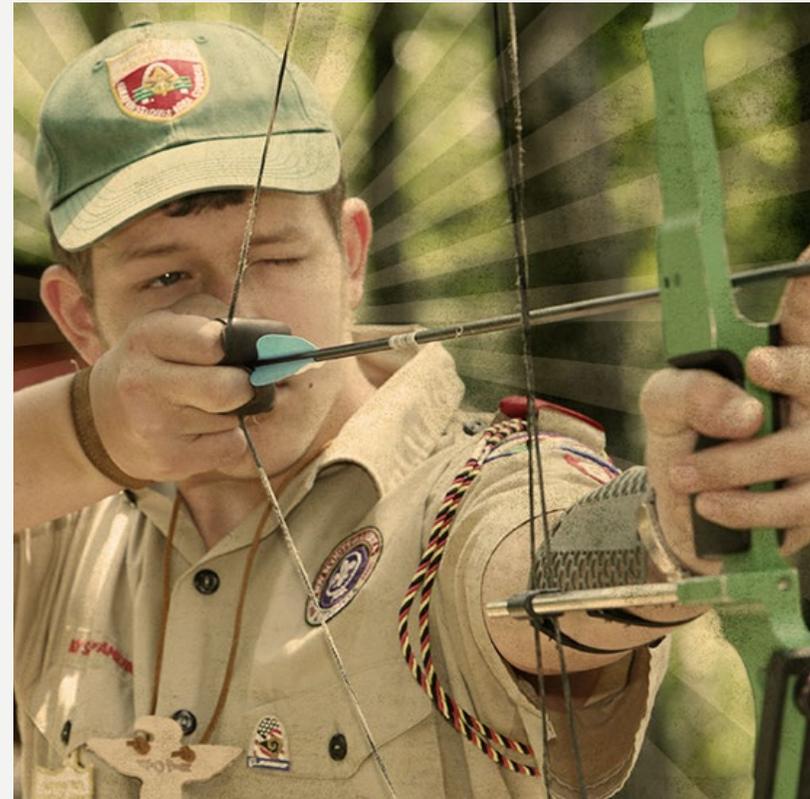


**FALL  
PRODUCT  
Sales Kick-off  
2022**

*Popcorn & Wreaths: Funding Scouting  
Adventures!*

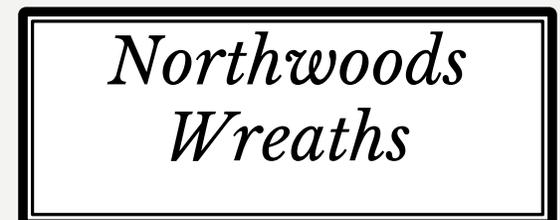
# Unit and Council Impact

- 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



# 2022 FALL SALE OVERVIEW

- 2021 Sales Reports
- Joining the Sale(s)
- Dates
- Sale Logistics
- Incentives
- Resources
- Questions?

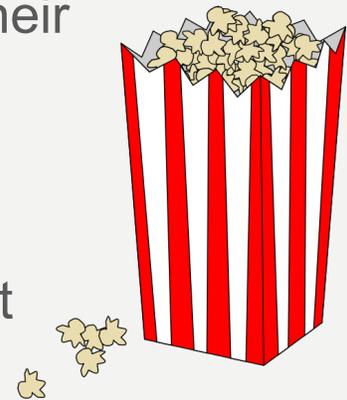


# 2021 Sale Reports

- In 2021, Scouts in Three Harbors Council sold almost \$200,000 in wreaths
  - Almost \$100,000 went directly to the units that sold wreaths and Three Harbors Council
  - In 2021, Scouts in Three Harbors Council sold more than \$680,000 in popcorn with
  - Nearly \$450,000 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.



# 2022 WREATH SALE DATES



- **Sale Start:** Sep. 9
- **Blitz Weekend:** Sep. 9– 11
- **Sale End:** Oct. 21
- **Orders Due Online:** Oct. 26
  - by 5:00 p.m.
- **Wreath Distribution:** Nov. 12
  - State Fair Park
- **Damaged Product Notification Deadline** : Nov. 18
  - by 12:00 p.m.
- **All Payments Due:** Dec. 1
- **Fallen Hero Ceremony** : Dec. 10
  - Southern Wisconsin Veterans Memorial Cemetery

# WREATH PRODUCT LINE-UP

## Handcrafted Wreaths & Decorations



*Single Face Christmas Wreath*  
24", 30" Fir, 40", 60" Balsam  
B1 B2 B3 B4



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



24" x 36"  
*Balsam Cross*  
B6



25' *Cedar Garland*  
B7



12" x 36"  
*Balsam Candy Cane*  
B8



32" *Evergreen Planter*  
B9



42" *Evergreen Planter*  
B10



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



24" *Premium Decorator Boxed Wreath*  
P3



*Mixed Noble Swag*  
P4



4' *Mantle piece/Centerpiece*  
P5



12" *Holiday Yule Log*  
P6



*Fire Starter Basket*  
P7

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

NOBLE VALLEY FARMS  
NORTHWOODS WREATHS



# FALLEN HERO CEREMONY

Saturday, Dec. 10

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.

# WREATH SALE INCENTIVES



- All units receive 20% commission (up to 25%) on each sale, including Fallen Hero wreaths
- Blitz Weekend – Sept 9-11<sup>th</sup>:
  - Top 5 Fallen Hero sellers council-wide receive a \$100 Amazon gift card
- Wreath Gift Card incentive
  - Sell \$500-\$1499 = \$50 VISA Gift Card
  - Sell \$1500-\$2499 = \$150 VISA Gift Card
  - Sell \$2500+ = \$250 VISA Gift Card
- Top 6 Units in total sale council -wide:
  - Receive free product delivery
  - \$6000

# Wreath Commission Structure & Prizes

- All units will receive ~~a~~ **base 20% commission** on all wreath sales, including Fallen Hero Wreath sales.
- All units can **earn up to 5% additional commission** for both sales (total 25% commission for by completing all the following):
  - Units that attend one of the Fall Product Sales Kickoff & Training
  - Units that Submit their full wreath payment on timeFinal commission will be deposited directly into unit account.

## Wreath Prizes

- Gift Cards for ANY Scout that achieves retail wreath sales levels:
  - Sell **\$500 - \$1499** in retail wreath sales = **\$50 VISA Gift Card**
  - Sell **\$1500 - \$2499** in retail wreath sales = **\$150 VISA Gift Card**
  - Sell **\$2500+** in retail wreath sales = **\$250 VISA Gift Card**

Submit copies of the eligible Scout's sales sheets by 11:59 p.m. on Thursday, December 1, 2022 to [wreaths@ThreeHarborsScouting.org](mailto:wreaths@ThreeHarborsScouting.org)

# Wreath Blitz Weekend

Fallen Hero Wreath Blitz Weekend (September 9 -11, 2022)

Top 5 sellers councilwide each receive a \$100 Amazon.com Gift Card.

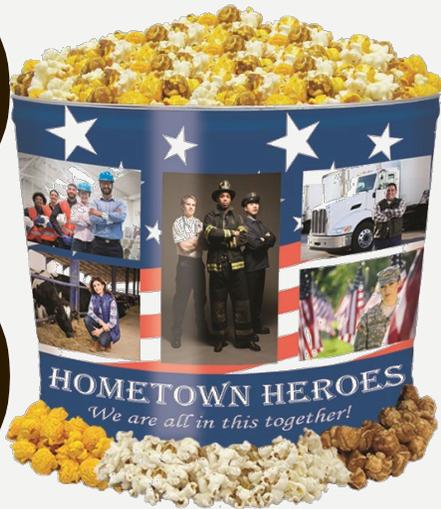
Proof of sales submission for Blitz Weekend due by 11:59 pm on Tuesday, September 13, 2022.

- Scan and email to [wreaths@ThreeHarborsScouting.org](mailto:wreaths@ThreeHarborsScouting.org)
- Take a picture and email to [wreaths@ThreeHarborsScouting.org](mailto:wreaths@ThreeHarborsScouting.org)

Only wreaths sold between September 9-11 will be qualified to enter.

# FALL 2022 POPCORN SALE DATES

- Online Sale Starts: Aug. 1
- S&S Orders Due Online: Aug. 17
- S&S Distribution: Sep. 8 & 9
- Sale Starts: Sep. 9
- Blitz Weekend: Sep. 16-18
- Blitz Submissions Due: Sept. 20
- Sale Ends: Oct. 20
- Take Orders Due Online: Oct. 20
- Return Day: Oct. 22
- Prize Order Opens: Oct. 22
- Take Order Distribution: Nov. 9 & 11
- Online Sale ends: Nov. 28
- Prize order due: Nov 11
- Payment due: Dec. 1
- Top Sellers Event: Jan 14



**THREE HARBORS COUNCIL 2022**



PECATONICA RIVER POPCORN™



**A. YELLOW POPPING CORN**  
Net Wt. 2 lbs



**B. CLASSIC CARAMEL CORN**  
Net Wt. 8 oz.



**C. MORNING BREW**  
Net Wt. 7 oz.



**D. BUTTER MICROWAVE (15 PACK)**  
Net Wt. 37.5 oz.



**E. KETTLE CORN MICROWAVE (15 PACK)**  
Net Wt. 37.5 oz.



**F. KETTLE CORN**  
Net Wt. 10 oz.



**G. CHEDDAR CHEESE**  
Net Wt. 7 oz.



**H. JALAPEÑO CHEESE**  
Net Wt. 7 oz.



**I. CAJUN CRUNCH**  
Net Wt. 14 oz.



**J. PEANUT BUTTER CUP**  
Net Wt. 15 oz.



**K. CARAMEL WITH SEA SALT**  
Net Wt. 15 oz.



**L. MILK CHOCOLATY PRETZELS**  
Net Wt. 15 oz.



**M. CLASSIC TRIO**  
Net Wt. 19 oz.



**N. CHEESE LOVERS**  
Net Wt. 20 oz.



**O. CHOCOLATE LOVERS**  
Net Wt. 55 oz.



**P. MILITARY DONATION**  
Not available for local delivery.



SELLER NAME: \_\_\_\_\_  
 PHONE NUMBER: \_\_\_\_\_  
 RETURN FOR ORDER: \_\_\_\_\_  
 DELIVERY DATE: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Front

# DOOR HANGER

Best utilized for those customers requesting social distance or as a way to allow more time to make a decision. Leave the door hanger with customer and return to collect the order at a later date. One customer per hanger.

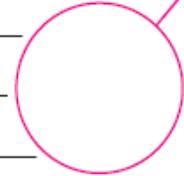
Back

**CUSTOMER INFORMATION**

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_



BeAScout.org



	QTY.
<b>A. YELLOW POPPING CORN \$10</b> ▲ Tender popcorn kernels. (F) (U)	<input type="text"/>
<b>B. CLASSIC CARAMEL CORN \$10</b> ▲ Caramel popcorn made with real butter and brown sugar. (F)	<input type="text"/>
<b>C. MORNING BREW \$15</b> ● Medium roast with notes of red wine and chocolate. (F)	<input type="text"/>
<b>D. BUTTER MICROWAVE (15 PACK) \$20</b> ⊕ Popcorn with a rich butter flavor. (F) (U) (D)	<input type="text"/>
<b>E. KETTLE CORN MICROWAVE (15 PACK) \$20</b> ⊕ Sweet and salty flavored popcorn. (F) (U) (D)	<input type="text"/>
<b>F. KETTLE CORN \$20</b> ★ Experience a tasteful treat, sure to satisfy your sweet and salty craving. (F)	<input type="text"/>
<b>G. CHEDDAR CHEESE \$22</b> ● Tangy cheddar cheese popcorn. (F)	<input type="text"/>
<b>H. JALAPEÑO CHEESE \$22</b> ■ Cheese popcorn with a jalapeño pepper flavor. (F)	<input type="text"/>
<b>I. CAJUN CRUNCH \$22</b> ⊕ A snack mix with a kick! This spicy mix contains corn sticks, peanuts, sesame sticks, sesame seeds, and pretzels.	<input type="text"/>
<b>J. PEANUT BUTTER CUP \$25</b> ♥ Combination of milk chocolate and peanut butter popcorn. (F)	<input type="text"/>
<b>K. CARAMEL WITH SEA SALT \$25</b> ◇ Caramel corn with a sprinkle of sea salt. (F)	<input type="text"/>
<b>L. MILK CHOCOLATY PRETZELS \$25</b> ⊗ Lightly salted milk chocolaty pretzels. (U) (D)	<input type="text"/>
<b>M. CLASSIC TRIO \$35</b> ③ Cheddar Cheese, Caramel Corn, and Natural Popcorn. (F)	<input type="text"/>
<b>N. CHEESE LOVERS \$45</b> ④ Cheddar Cheese, Buffalo Ranch, Jalapeño Cheese, and White Cheddar. (F)	<input type="text"/>
<b>O. CHOCOLATE LOVERS \$60</b> ⑤ Milk Chocolaty Pretzels, White Chocolaty Pretzels, White Ruby, Peanut Butter Cup, and Coconut Rain.	<input type="text"/>
<b>P. MILITARY DONATION \$30/\$50</b> ≡ Send the gift of popcorn to our military men and women, their families and veterans' organizations. Not available for local delivery.	<input type="text"/>
<b>TOTAL ORDER AMOUNT \$</b> _____	PAID <input type="checkbox"/>

# Popcorn Prize & Commission structure

- 28% if the Unit selects prizes
- 30% if the Unit selects no prizes
- Additional 5% deposited back into the Unit account for attending training and paying on time

Please notice that we are using a different prize program as we are no longer able to utilize the National Scout Shop as a vendor. As such, there were a lot of changes to our prize program.

# PR POPCORN WINNER'S CIRCLE ONLINE SALES INCLUDED!

For every \$3,000 sold a Scout will have their choice of prize from Pecatonica River's "Winner Circle". Unit leader will enter their Scout's into the Winner Circle.

## WINNER'S CIRCLE

★ **SELL \$3,000**

PICK A PRIZE FROM THE WINNER'S CIRCLE FOR EVERY \$3,000 SOLD

*Prizes subject to availability*



**\$200 AMAZON  
GIFT CARD**



**\$200 BEST BUY  
GIFT CARD**



**32" SMARTCAST  
TV**



**AIRPODS**



**AMAZON FIRE  
10" TABLET**



**LASER TAG**



**ELECTRIC  
SCOOTER**



**QUADCOPTER  
DRONE**

# PR POPCORN WINNER'S CIRCLE

## ENTER A SCOUT INTO THE WINNER'S CIRCLE

Name of person picking up prize

Email of person picking up prize

Click "Submit"

- Click "Winner's Circle" from the unit dashboard
- Select the Scout's name you wish to enter
- Type in the required information
  - Invoice Period (Fall 2022)
  - Amount Sold (Total Dollars Scout Sold)
  - Prize Choice
  - Worksheet Verification (this can be take order forms, excel tracker sheet, photos, etc.
  - Zip Code
  - Name of person picking up prize (if physical prize)
  - Email of person picking up prize

### Add Prize

Scouts / Prizes / + Add Prize

#### Scout

Brian Arndt

#### Sales Season\*

--Select--

#### Amount Sold\*

Enter value without "\$" symbol

#### Prize Type\*

#### Worksheet Verification\*

Choose File No file chosen

#### Worksheet Verification 2

Choose File No file chosen

#### Worksheet Verification 3

Choose File No file chosen

#### Zip\*

#### Pickup Name\*

#### Pickup Email\*

briana@ruralroute1.com

Submit

# Popcorn Blitz Weekend

- The Popcorn Blitz Weekend will run from September 16-18, 2022.
- 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 20
  - Scan and email to [popcorn@ThreeHarborsScouting.org](mailto:popcorn@ThreeHarborsScouting.org)
  - Take a picture and email to [popcorn@ThreeHarborsScouting.org](mailto:popcorn@ThreeHarborsScouting.org)
- Only popcorn sold between September 16-18 will be qualified to enter.
- Show and sell, take order and online sales all count.
- Last year All 5 top sellers sold more than \$2,300 worth of popcorn

# What

## 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  



### 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 



### MORNING BREW

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

Net Wt. 7 oz. ● \$15 



### 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  



### 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  



### KETTLE CORN

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

Net Wt. 10 oz. ★ \$20 



### 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 



### 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 



### 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



### 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 



### 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 



### MILK CHOCOLATY PRETZELS

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

Net Wt. 15 oz. ⊗ \$25 



### 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. ③ \$35 



### 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. ④ \$45 



### 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. ⑤ \$60



### 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

# 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

# Selling-Resources



# Where To Sell

## Show & Sell/Pop Ups/Drive Thru

- Setting up a display of your popcorn at a high traffic area

## 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.

# ONLINE STOREFRONT

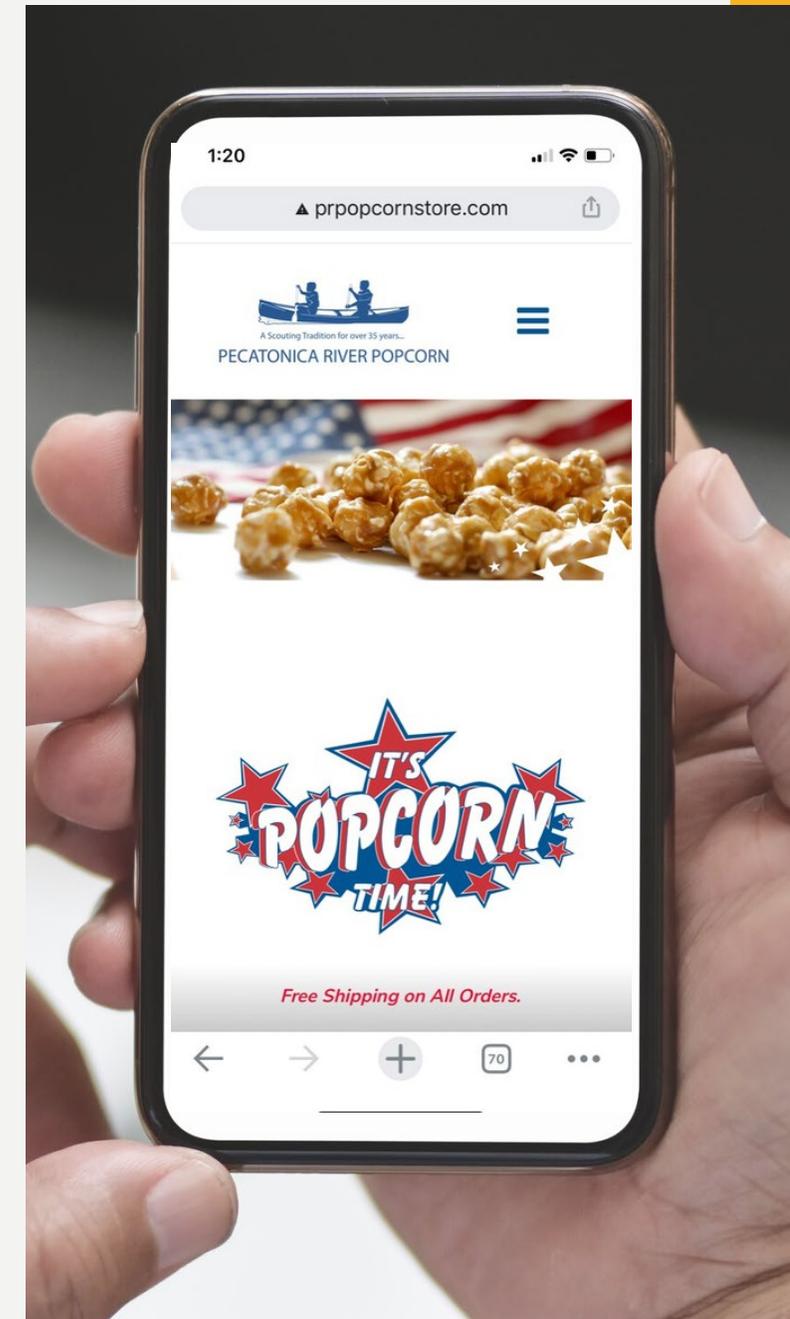
PRPOPCORNSTORE.COM

60% of every purchase goes to the Scout's unit and Council in their name

No deliveries to worry about - all ships from  
FREE SHIPPING

Personable email can be sent to family & friends with customized video message

12 bundles themed after Scout Oath.



# CARD READER

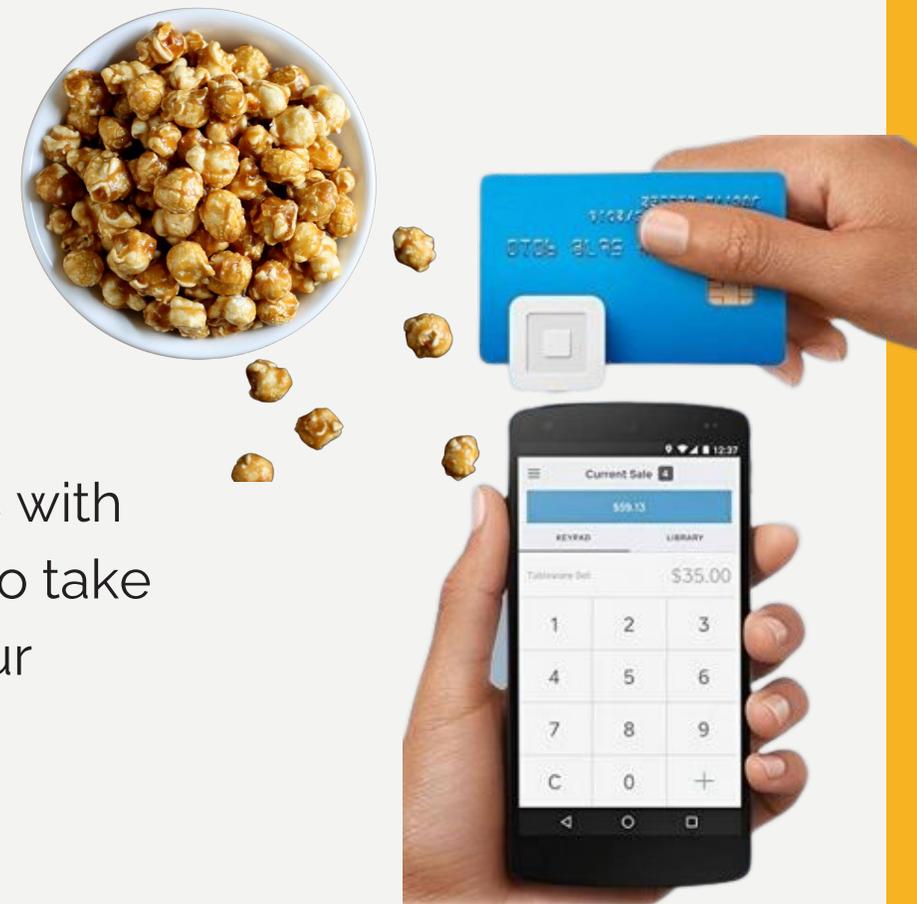
## SQUARE

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.

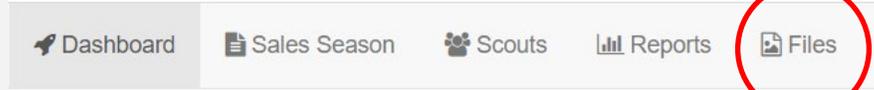
## FREE

[squareup.com/ i/ prpopcorn2](https://squareup.com/i/prpopcorn2)

- 2.6% + \$0.10 per swipe applies



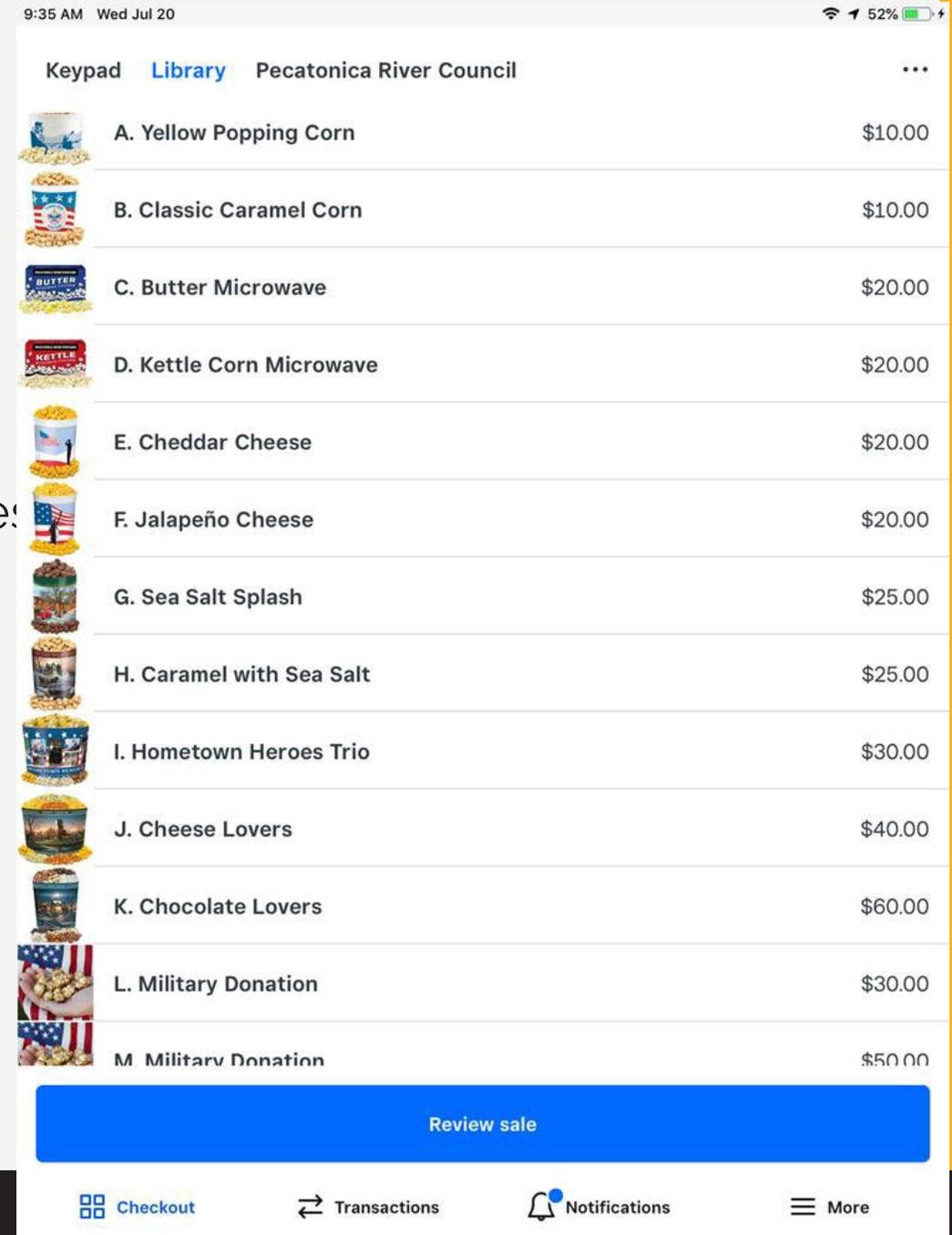
# CARD READER



## SQUARE

Save time by uploading a file containing all products and pricing to your Square library. Images also available for upload.

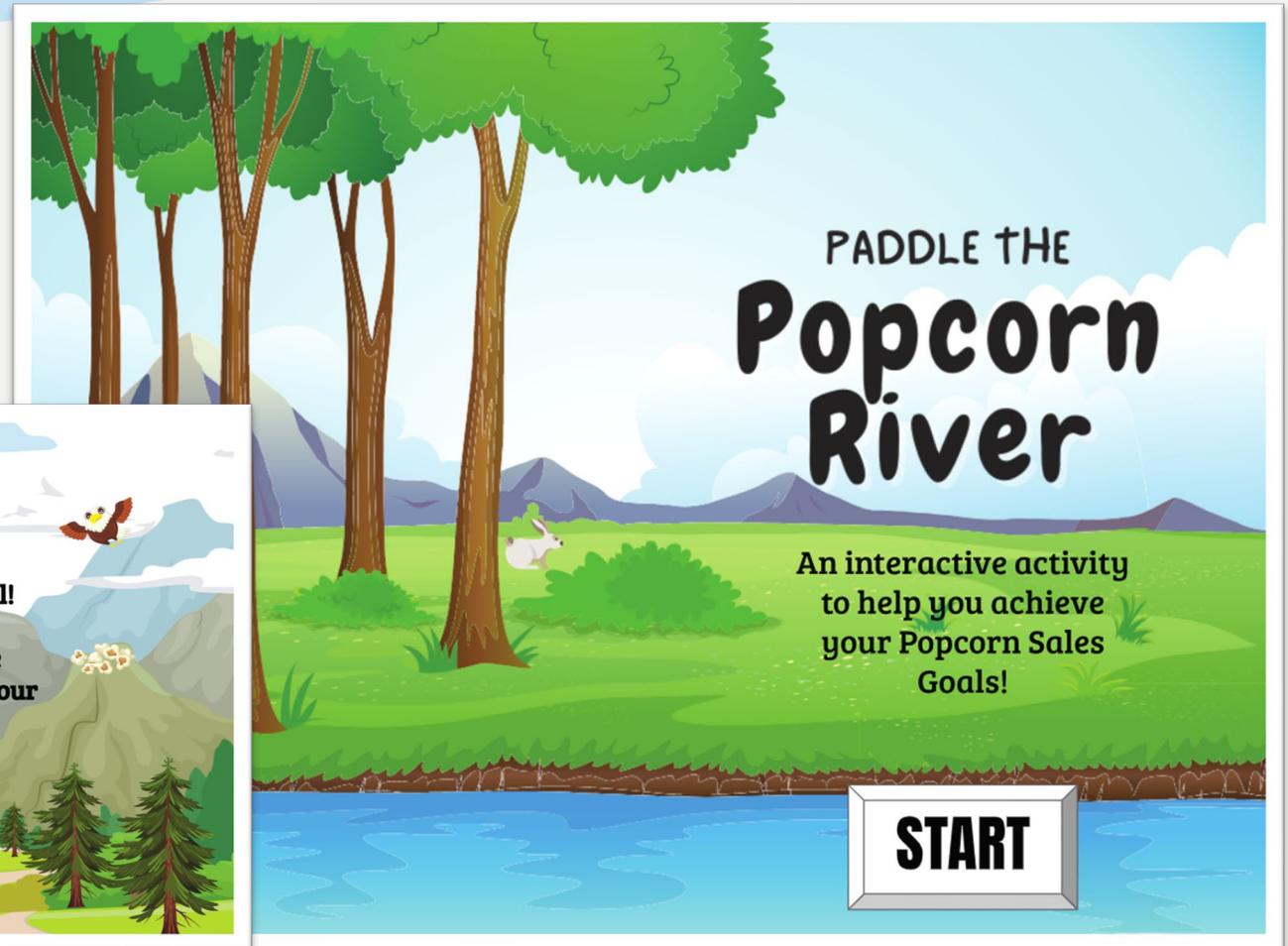
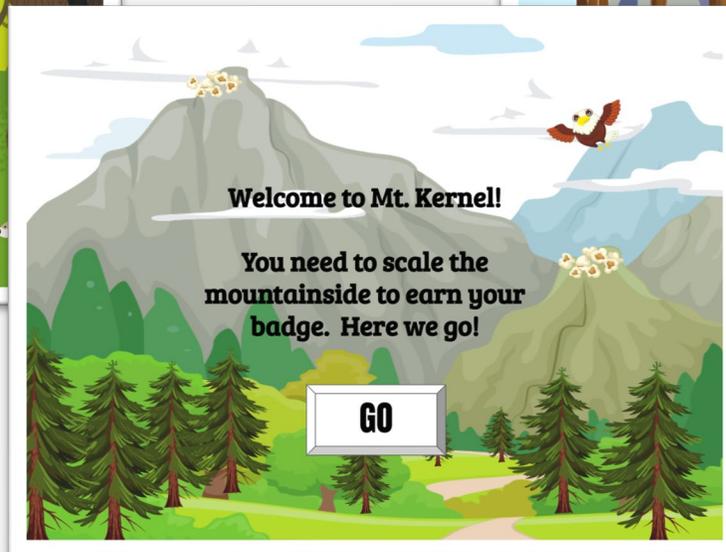
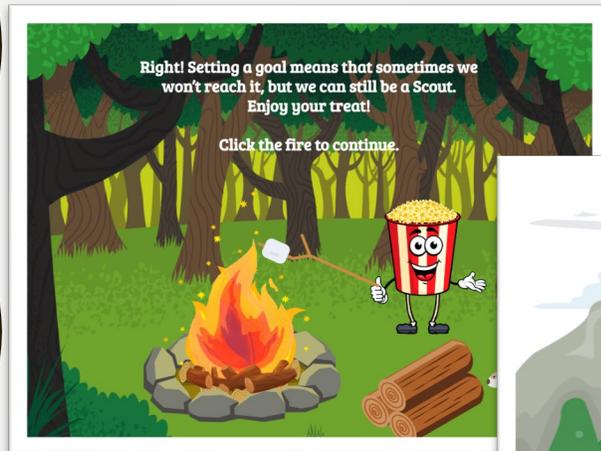
Both files can be found by clicking the files link once logged into your unit's account at [www.prpopcorn.com](http://www.prpopcorn.com).



# TECHNICAL SUPPORT & SERVICES

## Interactive Activity

Learn salesmanship and product skills by canoeing down the Popcorn River.



# 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**

# Sales Tutorials

[www.pecatonicariverpopcorn.com/Tutorials.html](http://www.pecatonicariverpopcorn.com/Tutorials.html)

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

# RESOURCES FOR LEADERS

- Leaders Guides
- Resources Tab <https://www.threeharborsscouting.org/fundraiser/popcorn-wreath-sale/72333>
- Newsletter
- Facebook
- Live Resources
  - Reach out to your District Product Sale
    - Mary
    - Amy
    - Jenny
  - [Popcorn@ ThreeHarborsScouting.org](mailto:Popcorn@ThreeHarborsScouting.org)
  - [Wreaths@ ThreeHarborsScouting.org](mailto:Wreaths@ThreeHarborsScouting.org)



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# Three Harbors Council Milwaukee, WI

**K** KELLER MARKETING  
A Division of General Commercial Corp.  
888-351-8000

**\$850**  
LEVEL 8

- 28 - HEXBUG VEX Ambush Striker
- 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 - 5pc Stainless Steel Mess Kit
- 24 - Zing Firetek Rocket
- 25 - Multi-Tool w/ Shovel & Ax
- 26 - Telescoping Fishing Pole w/ Reel
- 27 - Grab Bag F



**\$425**  
LEVEL 6

- 18 - PlusPlus Saturn V Rocket
- 19 - 4" Wood Handle Knife w/ Case & BSA® Branding
- 20 - USB Recargeable Headlamp w/ Motion Activation
- 21 - HEXBUG Nature Babies - Snow Leopard
- 22 - Grab Bag E



**\$325**  
LEVEL 5

- 13 - Zing Air ZooperBall
- 14 - Micro Dome Terrarium Fred the Flytrap
- 15 - Rosewood Multi Tool w/ Case
- 16 - Indoor Sticky Baseball w/ BSA® Branding
- 17 - Grab Bag D



**\$250**  
LEVEL 4

- 9 - Black Dry Bag - 5 liter
- 10 - Waboba Fly Pies 6" Silicone Flying Disc
- 11 - Knife/Fork/Spoon Combo w/ Bottle Opener
- 12 - Stuffed Animal w/ BSA® Branding



**\$190**  
LEVEL 3

- 5 - Survival Band w/ Fire Starter, Compass, & Whistle
- 6 - Cinch Backpack w/ BSA® Branding Assorted Colors
- 7 - Single Lock Blade Knife
- 8 - Color Changing Watch/Pedometer



**\$90**  
LEVEL 2

- 1 - Fire Starter
- 2 - Pop It Rocket
- 3 - Compass Thermometer Whistle
- 4 - Pop Up Phone Stand Holder (Phone not Included)



**LEVEL 1**

- 0 - Popcorn Sale Patch Sell any item



## Popcorn Sale Dates

Aug. 1st - Online Sale Starts  
Nov. 28th - Online Sale Ends  
Dec. 2nd - Winners Circle Prizes Due

**\$5,000**  
LEVEL 14

- 50 - LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck
- 51 - Carrera Evolution Supercars
- 52 - Leatherman® Surge
- 53 - \$500 Amazon Gift Card



**\$4,000**  
LEVEL 13

- 47 - Adventure Camp Package
- 48 - Dart Zone Pro Mk 3
- 49 - LEGO Millennium Falcon



**\$3,000**  
LEVEL 12

- 43 - Swiss Army CyberTool M
- 44 - HEXBUG Arena MAX w/ 2 Bots
- 45 - Coleman Sundome 4 Person Tent
- 46 - \$250 Amazon Gift Card



**\$2,150**  
LEVEL 11

- 40 - LEGO Ariel's Underwater Palace
- 41 - Skullcandy Indy Evo True Wireless Bluetooth Earbuds
- 42 - Foldable Drone



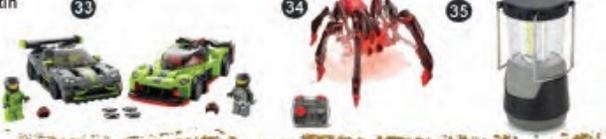
**\$1,650**  
LEVEL 10

- 37 - North Face Groundwork Backpack
- 38 - HEXMODS Pro Series Elite
- 39 - LEGO Hogwarts Magical Trunk



**\$1,250**  
LEVEL 9

- 33 - LEGO Speed Champions Aston Martin
- 34 - HEXBUG VEX RC Black Widow
- 35 - Rechargeable 3-in-1 Lantern w/ Wireless Speaker
- 36 - \$100 Amazon Gift Card



Descriptions of Prizes available at [www.kellerprizeprogram.com](http://www.kellerprizeprogram.com)

**Three Harbors Council**  
Council Code: 636THC  
[www.ThreeHarborsScouting.org](http://www.ThreeHarborsScouting.org)

For Sale Related Questions:  
Council Office (414) 774-1776

For Prize Related Questions:  
GCC/Keller Marketing (888) 351-8000

### How to Select Your Prizes

- Sell any item and receive the Popcorn Sale Patch.
- Sell \$90 or more and receive a Popcorn Sale Patch AND any Level 2 Prize.
- Sell \$190 or more and receive a Popcorn Sale Patch AND a prize from the level you achieve; or select a combination of prizes from lower levels, as long as the total prize value does not exceed the Level Achieved.

Example: Sales of \$625 choose one prize from Level 7 ...OR... TWO prizes from Level 4 AND ONE prize from Level 2; etc.

All prizes are subject to substitution by Keller Marketing after consultation with your local Council. All substitutions will be for an equal or greater value prize.

### 1K Club

Any Scout who sells \$1,000 worth of product will receive the 1K Club Package that will include:  
Voucher for Kenosha Kingfish Ball Game  
Voucher for Admirals Ticket  
Milwaukee Bucks Discount Offer  
(other prizes may be added later)



### Top Sellers

Scouts who sell \$1,250 in product will receive an invitation to an Exclusive event at Dave & Buster's for the Scout and 1 Parent/Guardian.



# Top Sellers Event-

Sell \$1,250 in either Product Sale

- Must be \$1,250 in either popcorn sales or wreath sales, Not combination of the two.
- January 14 at 10:00AM Dave & Busters in Wauwatosa
- Event will be open to Scout and one parent

**Closing**



# **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](http://www.prpopcorn.com)\*

## Tasting Kit

<p><b>Caramel Corn with Sea Salt</b></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><b>White Ruby</b></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><b>White Cheddar</b></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><b>Cheddar Cheese</b></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><b>Kettle Corn</b></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><b>Jalapeño Cheese</b></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><b>Peanut Butter Cup</b></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><b>Sea Salt Splash</b></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><b>Microwave</b></p> <p>Butter</p> <p>UC#8062</p> <p><small>UC#8062</small></p> <p><small>Contains: Milk</small></p>	<p><b>Microwave</b></p> <p>Kettle Corn</p> <p>UC#8062</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

UC#8027



PECATONICA RIVER POPCORN



UC#8062



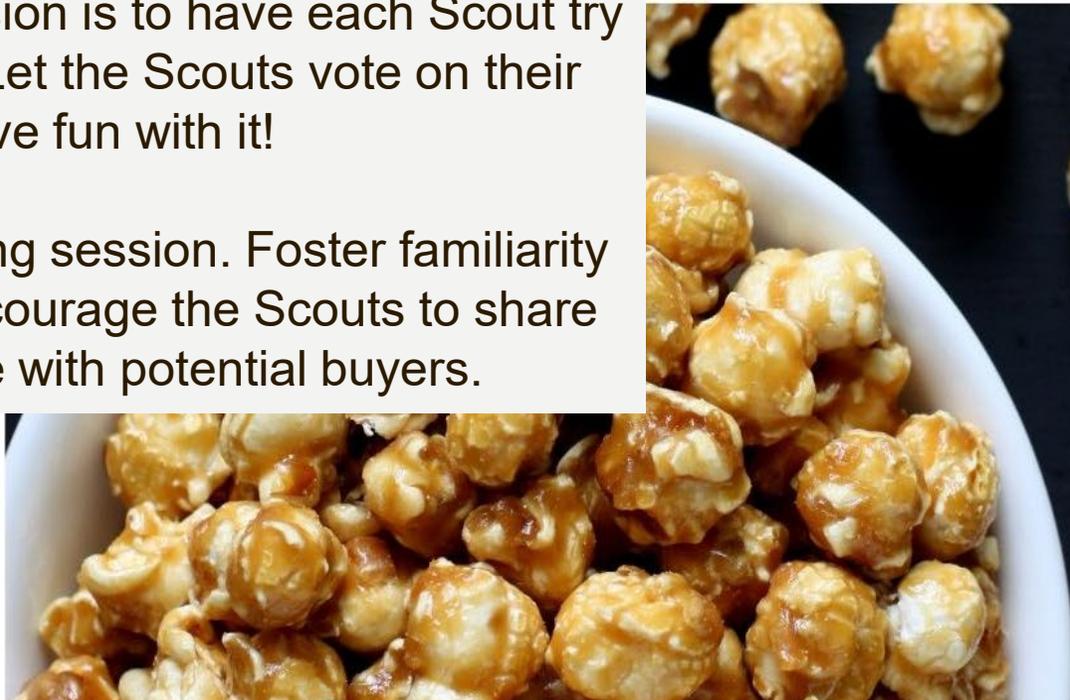
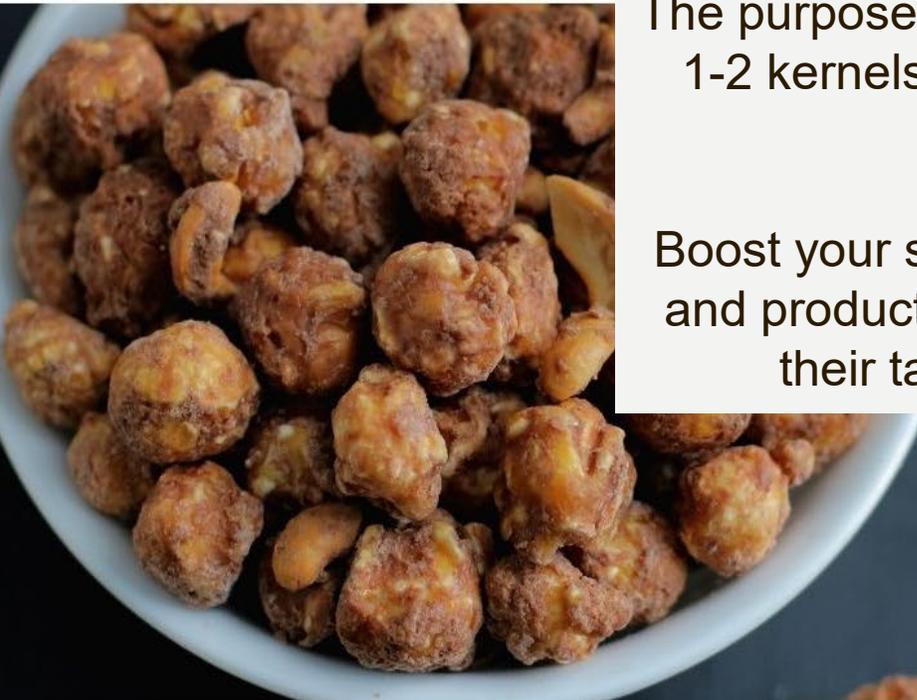




**FAMOUS PR POPCORN  
TASTING KIT  
(It's Free!)**

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



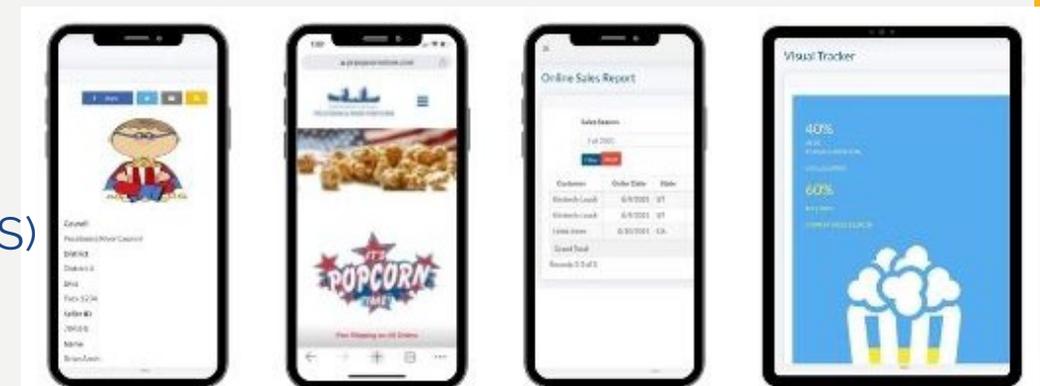
## MYPRPOPCORN TOOL

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
<b>Total</b>	<b>158</b>	<b>\$3,010.00</b>	<b>\$2,107.00</b>	<b>\$903.00</b>

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
<b>Total</b>	<b>142</b>	<b>\$2,880.00</b>	<b>\$2,016.00</b>	<b>\$864.00</b>

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

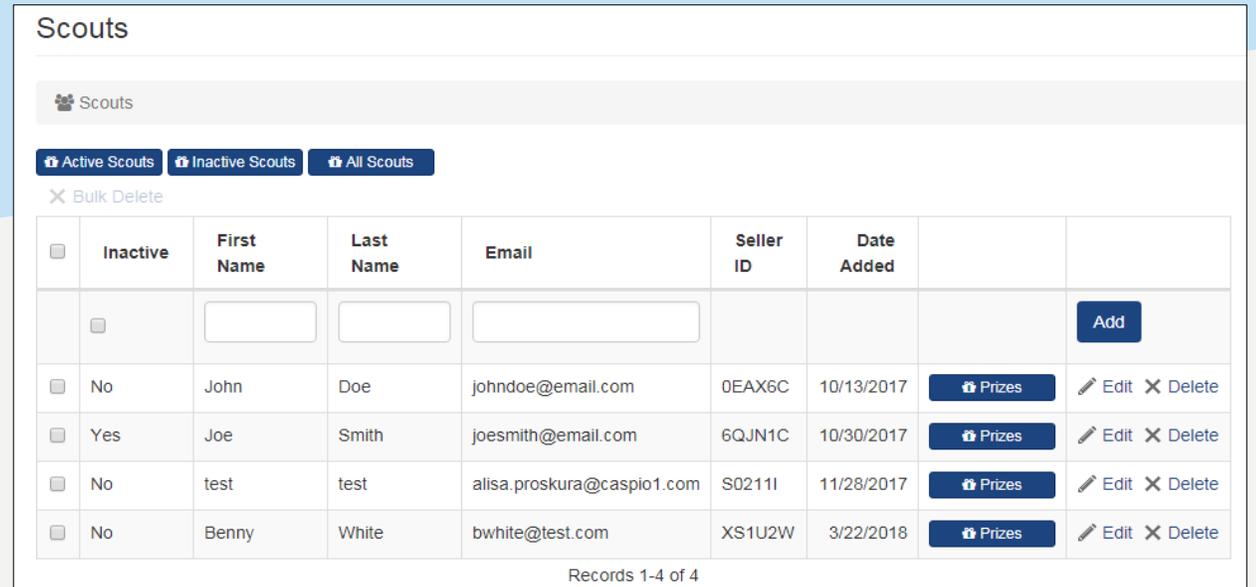
	Image	Product	Price	Cases	Containers	Total Containers	Line Total
1	▲	2# Yellow Popping Corn - AB	\$10.00	<input type="text" value="0"/>		0	\$0.00
2	▲	Caramel - TV Bucket	\$10.00	<input type="text" value="0"/>		0	\$0.00
3	⊕	15 Pack Butter	\$20.00	<input type="text" value="0"/>		0	\$0.00
4	☑	15 Pack Kettle 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](http://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><b>Kernel Tracker Tutorial</b></p> <p>Unit Inventory Tool Web Based Use On Any Device With Browser</p> <p><a href="#">Go to Video</a></p>	 <p><b>My PR Popcorn Tutorial</b></p> <p>Online Selling Tool for Scout Share Via Social Platforms Sign Up for Show-N-Sell Shifts</p> <p><a href="#">Go to Video</a></p>	 <p><b>Seller ID Tutorial</b></p> <p>Used to Sell Online Unit Kernel Signs up Seller Seller Id Never Expires</p> <p><a href="#">Go to Video</a></p>
 <p><b>Scout Boss Tutorial</b></p> <p>Place Unit Orders Sign Up Scouts for Online Sales View Historical Sales For Unit</p> <p><a href="#">Go to Video</a></p>	 <p><b>Sales Banner Tutorial</b></p> <p>Vinyl Banner with Grommets Reusable and Durable Draw Attention to Booth Sales</p> <p><a href="#">Go to Video</a></p>	 <p><b>Super Saturday Prize Tutorial</b></p> <p>1 Prize Per Unit Generate Excitement Use As To Motivate Sellers</p> <p><a href="#">Go to Video</a></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](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

# SIGN-UP TO SELL



Embodying everything Scouting is about, participating in the product sale program teaches Scouts: Responsibility, Bravery, Faith, Service, and Leadership, 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. For more information, contact your council and you,

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>	<a href="#">Upcoming Events</a>
<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>	<b>Product Sale Leader Training #1:</b> 8/8/2020 9 AM - 10 AM
<a href="#">Wreath Leader's Guide</a>	<a href="#">Popcorn Leader's Guide</a>	<b>Product Sale Leader Training #2:</b> 8/12/2020 6:30 PM - 7:30 PM
<a href="#">Wreath Sale Schedule</a>	<a href="#">Popcorn Sale Schedule</a>	
<a href="#">Selling Tips</a>	<a href="#">Popcorn Prize Order Form</a>	



**Questions**