



# **New Kernel Orientation**

# HOW TO SELL

SALES FLYERS



TAKE TO WORK TENTS



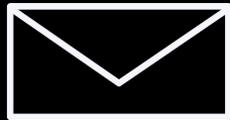
DOOR HANGERS



TOTE BAGS



MONEY ENVELOPES



PARTICIPATION PATCHES

TASTING KITS



VINYL BANNERS





POPCORN®

### How to Conduct a Tasting Session ?

The process of a tasting session is to have each Scout try 1 to 2 kernels of each flavor and have the Scouts vote on which popcorn they enjoy most. Tally votes & determine which flavors were everyone's favorites!

### How a Tasting Session Will Help Your Sales \$

A tasting session creates product familiarity and product knowledge. Now each Scout can use the tasting results as a selling tool by sharing their favorite flavors! Make sure to share more than 1 flavor & upsell!

Download Tasting Kit Name Cards at [www.prpopcorn.com](http://www.prpopcorn.com)

# TASTING KIT

# GRID

**CARAMEL CORN WITH SEA SALT**  
 UC #8027  
 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

**WHITE RUBY**  
 UC #8046  
 Sweet popcorn and tart cranberries smothered in white fudge  
 Red Foil  
 Contains: Milk, Soy, Peanuts, Tree Nuts

**WHITE C**  
 UC #8028  
 White cheddar goodness popped goodness  
 Silver Foil  
 Contains: Milk  
 Processed in a facility that also processes peanuts and tree nuts

**CHEDDAR CHEESE**  
 UC #8026  
 Wisconsin cheddar cheese popcorn.  
 Gold Foil  
 Contains: Milk  
 Processed in a facility that also processes peanuts, tree nuts, and soy

**KETTLE CORN**  
 UC #8023  
 Experience a wonderful treat, sure to satisfy your sweet and salty craving.  
 Silver Foil  
 Contains: Milk, Soy  
 Processed in a facility that also processes milk, soy, peanuts, and tree nuts

**JALAPENO CHEESE**  
 UC #8038  
 A zesty twist to an old favorite.  
 Red Foil  
 Contains: Milk  
 Processed in a facility that also processes peanuts, tree nuts, and soy

**PEANUT BUTTER CUP**  
 UC #8045  
 A melt in your mouth taste combination of milk chocolate and peanut butter.  
 Gold Foil  
 Contains: Milk, Soy, Peanuts, Tree Nuts

**SEA SALT**  
 UC #8022  
 Caramel corn coat with a splash  
 Green Foil  
 Contains: Milk, Soy, Peanuts, Tree Nuts

**MICROWAVE BUTTER**  
 Contains: Milk

**MICROWAVE KETTLE**  
 No Allergens

**CARAMEL CORN WITH SEA SALT**  
 UC #8027  
 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 #8062



# TAKE TO WORK TENT

Setup a display of your popcorn at a high traffic area, such as place of employment. Easy way to increase your sale!

Back

**TRAIL MIX**  
This flavorful treat has roasted peanuts, raisins, butter coated popcorn, chocolate candies, and almonds. Net Wt. 14 oz. \$22

**JALAPENO CHEESE**  
The unmistakable zip of jalapeno pepper gives butter coated popcorn flavor with a little kick. Net Wt. 7 oz. \$22

**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

**KETTLE CORN MICROWAVE (15 PACK)**  
Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 6 grams of trans fat. Net Wt. 37.5 oz. \$20

**BUTTER MICROWAVE (15 PACK)**  
Take advantage of this convenient way to enjoy a freshly popped taste with a rich butter flavor. 6 grams of trans fat. Net Wt. 37.5 oz. \$20

**MORNING BREW**  
Beautifully clean medium roast with deep running notes of red wine and chocolate. Net Wt. 7 oz. \$15

**CLASSIC CARAMEL CORN**  
Cleared to perfection with real butter and brown sugar to create a flavor you can't forget. Net Wt. 8 oz. \$10

**YELLOW POPPING CORN**  
America's healthiest snack food in a re-sealable Adventure's tub! Pops up tender for your cravings. Net Wt. 2 lbs. \$10



## YOUR FAVORITE POPCORN and MORE!

**KETTLE CORN**  
Experience a taste that's sure to satisfy your sweet and salty craving. Net Wt. 10 oz. ★ \$22

**PEANUT BUTTER CUP**  
Two classic flavors that taste great together. A melt in your mouth combination of milk chocolate & 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 & savory, a snack you won't be able to put down. Mix them together for a Chicago style treat, or enjoy them individually. Net Wt. 19 oz. ③ \$35

**CHEESE LOVERS**  
Cheese, cheese and more cheese! A combination that will satisfy any cheese lover's appetite. Net Wt. 20 oz. ④ \$45

**CHOCOLATE LOVERS**  
Our Chocolate Lovers tin features 5 sweet treats that you can't resist! 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



SELLER NAME: \_\_\_\_\_  
 UNIT NUMBER: \_\_\_\_\_  
 PHONE NUMBER: \_\_\_\_\_  
 PRIZE SELECTION: \_\_\_\_\_

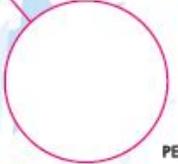
	Heavy Weather Cotton	Classic Cotton	Butter Microwave Cotton	Amish Corn Microwave	Cheddar Cheese Microwave	Jalapeno Cheese Microwave	Trail Mix	Sea Salt Splash Microwave	Cheddar with Peppercorns	Kettle Corn Microwave	Cheddar Microwave	Onion Microwave	Military Microwave	Military Donation	TOTAL ITEMS	AMOUNT DUE	PAID (0)	DEL. (0)
1																		
2																		
3																		
4																		
5																		
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TOTALS:																		

THANK YOU FOR YOUR SUPPORT!

Form has spaces for up to 30 names.

Front

**THREE HARBORS COUNCIL 2023**



PECATONICA RIVER POPCORN

<b>A. YELLOW POPPING CORN</b> Net Wt. 2 lbs	<b>B. CLASSIC CARAMEL CORN</b> Net Wt. 8 oz.	<b>C. MORNING BREW</b> Net Wt. 7 oz.	<b>D. BUTTER MICROWAVE (15 PACK)</b> Net Wt. 37.5 oz.

<b>E. KETTLE CORN MICROWAVE (15 PACK)</b> Net Wt. 37.5 oz.	<b>F. CHEDDAR CHEESE</b> Net Wt. 7 oz.	<b>G. JALAPEÑO CHEESE</b> Net Wt. 7 oz.	<b>H. TRAIL MIX</b> Net Wt. 14 oz.

<b>I. KETTLE CORN</b> Net Wt. 10 oz.	<b>J. PEANUT BUTTER CUP</b> Net Wt. 15 oz.	<b>K. CARAMEL WITH SEA SALT</b> Net Wt. 15 oz.	<b>L. MILK CHOCOLATY PRETZELS</b> Net Wt. 15 oz.

<b>M. CLASSIC TRIO</b> Net Wt. 19 oz.	<b>N. CHEESE LOVERS</b> Net Wt. 20 oz.	<b>O. CHOCOLATE LOVERS</b> Net Wt. 55 oz.

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

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

# DOOR HANGER

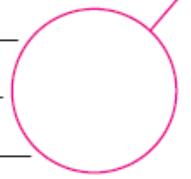
Best utilized for those customers requesting social distance or as a way to allow more time to make a decision. Leave the door hanger with customer and return to collect the order at a later date. One customer per hanger.

Front

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. CHEDDAR CHEESE \$22 ●</b> Tangy cheddar cheese popcorn. (F)	<input type="text"/>
<b>G. JALAPEÑO CHEESE \$22 ■</b> Cheese popcorn with a jalapeño pepper flavor. (F)	<input type="text"/>
<b>H. TRAIL MIX \$22 ⊕</b> This flavorful treat has roasted peanuts, raisins, butter toasted peanuts, chocolate candies, sunflower seeds, and almonds.	<input type="text"/>
<b>I. KETTLE CORN \$22 ★</b> Experience a tasteful treat, sure to satisfy your sweet and salty craving. (F)	<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.	<input type="text"/>
<b>M. CLASSIC TRIO \$35 ⊕</b> Cheddar Cheese, Caramel Corn, and Natural Popcorn. (F)	<input type="text"/>
<b>N. CHEESE LOVERS \$45 ⊕</b> Cheddar Cheese, Buffalo Ranch, Jalapeño Cheese, and White Cheddar. (F)	<input type="text"/>
<b>O. CHOCOLATE LOVERS \$60 ⊕</b> Milk Chocolate Pretzels, White Chocolate Pretzels, White Ruby, Peanut Butter Cup, and Sea Salt Splash.	<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"/>

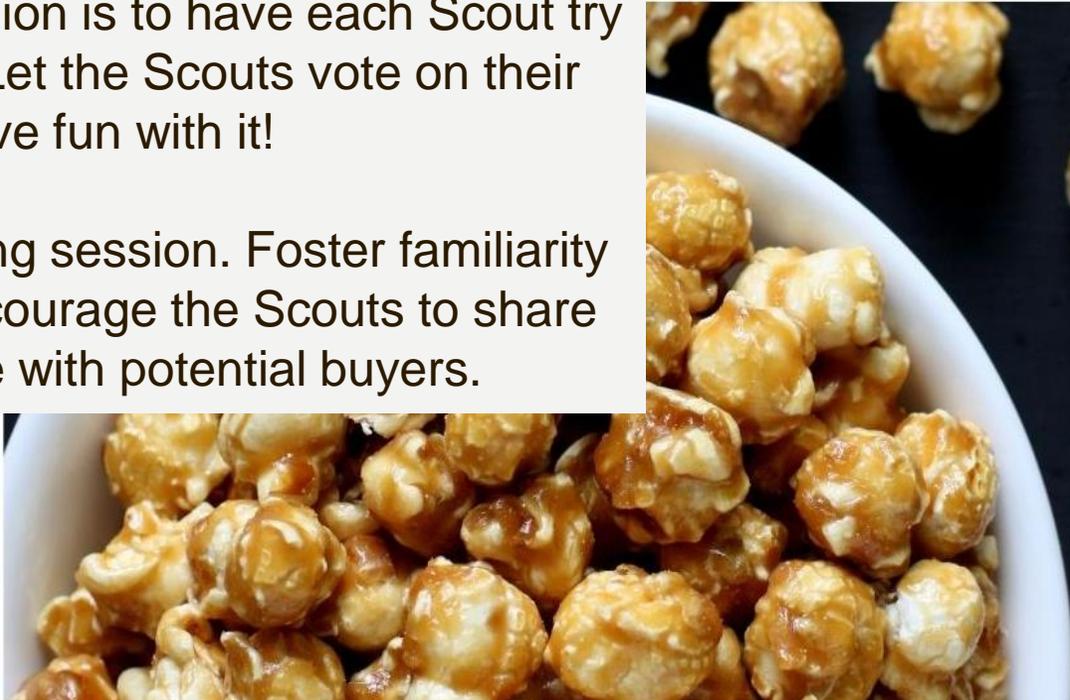
**THANK YOU!**



**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**

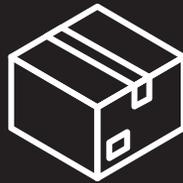
Use to draw attention to your display or location.

# WHERE TO SELL



## Show & Sell

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



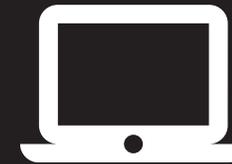
## Show & Deliver

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

# 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 selec ▼    First make your selec ▼

**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 dashboard provides a comprehensive overview of unit sales. It features navigation buttons for key functions, detailed seasonal sales data, a calendar of important dates, and essential council contact information.

### Dashboard

Dashboard

+ New Order   Manage Orders   Scout Seller IDs   Winner's Circle   Worksheet Tool   Kernel Tracker

#### Order Summary

##### Current Season - Fall 2021

Download 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>

##### Prior Season Comparison - Fall 2020

Download data

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>

#### Important Dates

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	

#### Council Info

**Name**  
Pecatonica River Council

**Address**  
105 E Tama St  
City   State   Zip  
Livingston   53554

**Phone No.**  
608.943.8283

# 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

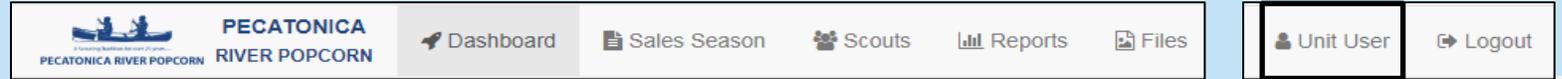
X Bulk Delete

<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"/>				<input type="button" value="Add"/>
<input type="checkbox"/>	No	John	Doe	johndoe@email.com	0EAX6C	10/13/2017	<input type="button" value="Prizes"/>	<input type="button" value="Edit"/> <input type="button" value="Delete"/>
<input type="checkbox"/>	Yes	Joe	Smith	joesmith@email.com	6QJN1C	10/30/2017	<input type="button" value="Prizes"/>	<input type="button" value="Edit"/> <input type="button" value="Delete"/>
<input type="checkbox"/>	No	test	test	alisa.proskura@caspio1.com	S0211I	11/28/2017	<input type="button" value="Prizes"/>	<input type="button" value="Edit"/> <input type="button" value="Delete"/>
<input type="checkbox"/>	No	Benny	White	bwhite@test.com	XS1U2W	3/22/2018	<input type="button" value="Prizes"/>	<input type="button" value="Edit"/> <input type="button" value="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>