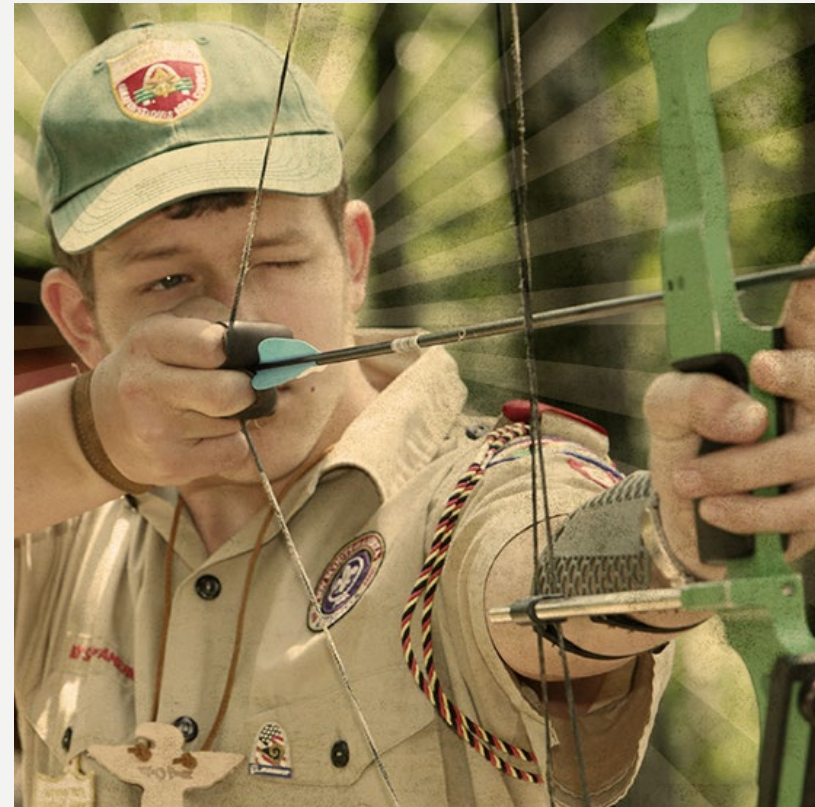




*Popcorn & Wreaths: Funding Scouting
Adventures!*

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?

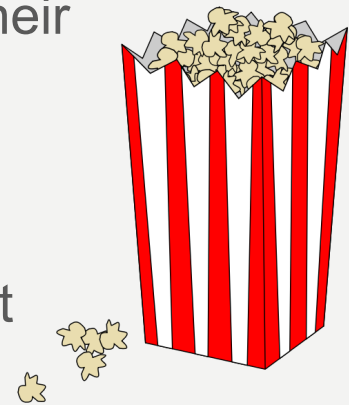


2021 Sale Reports

- 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



THREE HARBORS COUNCIL
BOY SCOUTS OF AMERICA

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 9-11th:
 - 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

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
- Take a picture and email to 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

OVER
70%
GOES BACK TO
SCOUTING

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: _____

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

CUSTOMER INFORMATION

NAME: _____

PHONE: _____

ADDRESS: _____

BeAScout.org



QTY.

A. YELLOW POPPING CORN \$10 ▲

Tender popcorn kernels. ☺ ☹

B. CLASSIC CARAMEL CORN \$10 ▲

Caramel popcorn made with real butter and brown sugar. ☺

C. MORNING BREW \$15 ☺

Medium roast with notes of red wine and chocolate. ☺

D. BUTTER MICROWAVE (15 PACK) \$20 ☺

Popcorn with a rich butter flavor. ☺ ☹ ☹

E. KETTLE CORN MICROWAVE (15 PACK) \$20 ☺

Sweet and salty flavored popcorn. ☺ ☹ ☹

F. KETTLE CORN \$20 ★

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

G. CHEDDAR CHEESE \$22 ●

Tangy cheddar cheese popcorn. ☺

H. JALAPEÑO CHEESE \$22 ■

Cheese popcorn with a jalapeño pepper flavor. ☺

I. CAJUN CRUNCH \$22 ✚

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

J. PEANUT BUTTER CUP \$25 ☺

Combination of milk chocolate and peanut butter popcorn. ☺

K. CARAMEL WITH SEA SALT \$25 ◇

Caramel corn with a sprinkle of sea salt. ☺

L. MILK CHOCOLATY PRETZELS \$25 ☹

Lightly salted milk chocolaty pretzels. ☹ ☹

M. CLASSIC TRIO \$35 ☺

Cheddar Cheese, Caramel Corn, and Natural Popcorn. ☺

N. CHEESE LOVERS \$45 ☺

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

O. CHOCOLATE LOVERS \$60 ☺

Milk Chocolaty Pretzels, White Chocolaty Pretzels, White Ruby, Peanut Butter Cup, and Coconut Rain.

P. MILITARY DONATION \$30/\$50 ☹

Send the gift of popcorn to our military men and women, their families and veterans' organizations. Not available for local delivery.

TOTAL ORDER AMOUNT \$ _____ **PAID** ☐

Back

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
 - Take a picture and email to 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. Each Scout gets credit for what is sold.

ONLINE STOREFRONT

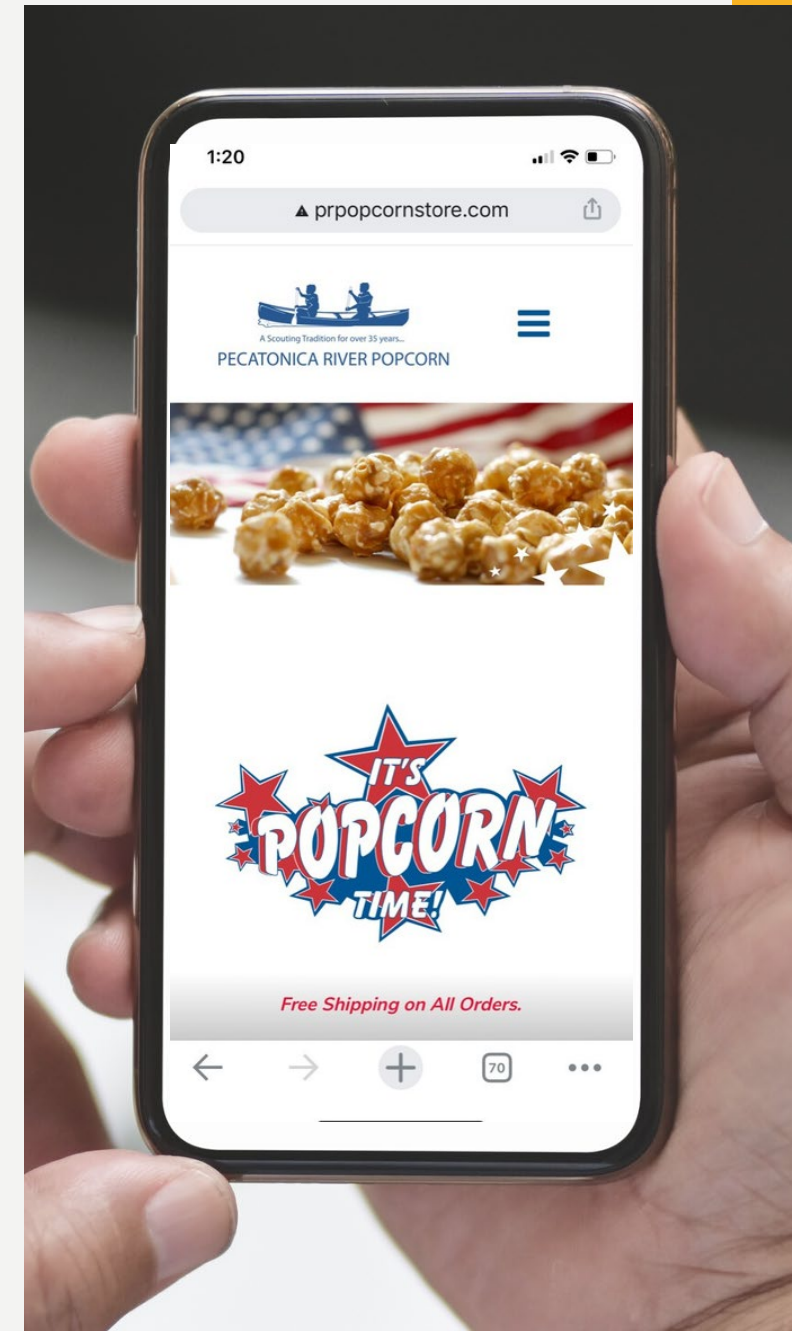
PRPOPCORNSTORE.COM

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

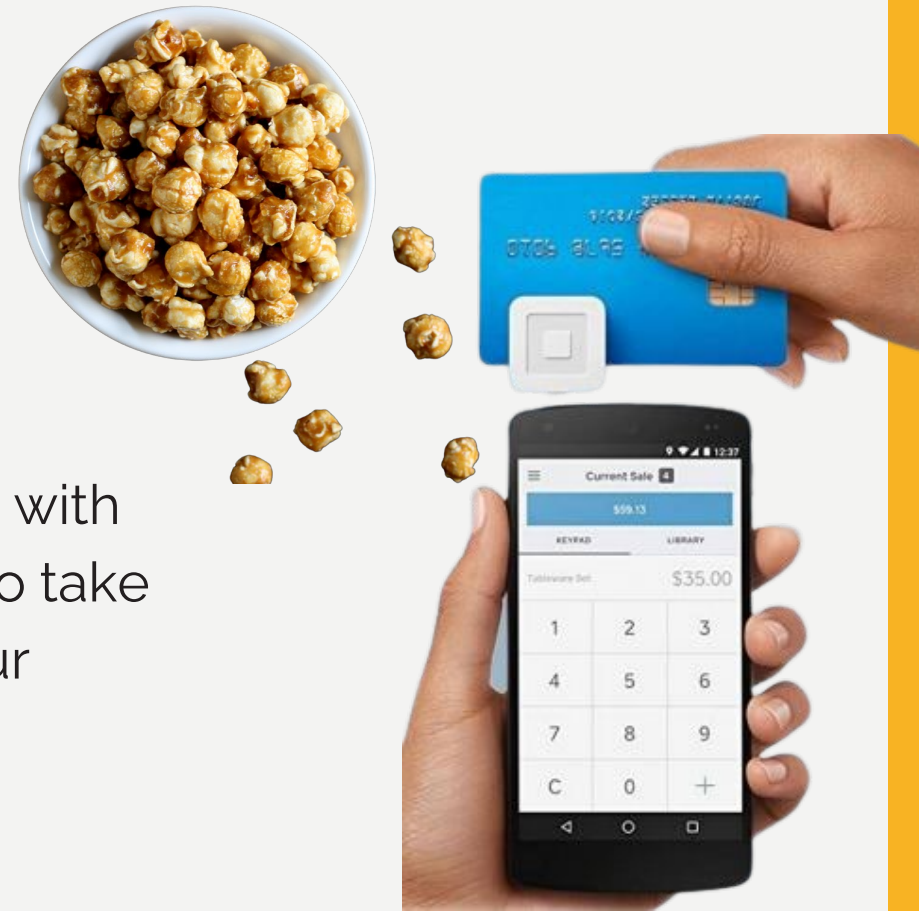
SQUARE

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.

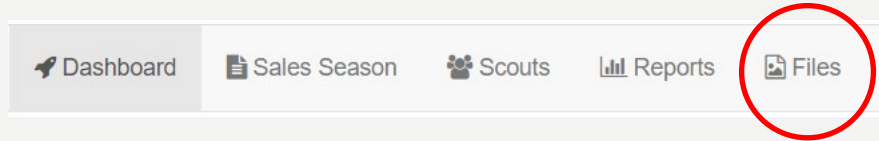
FREE

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

- 2.6% + \$0.10 per swipe applies



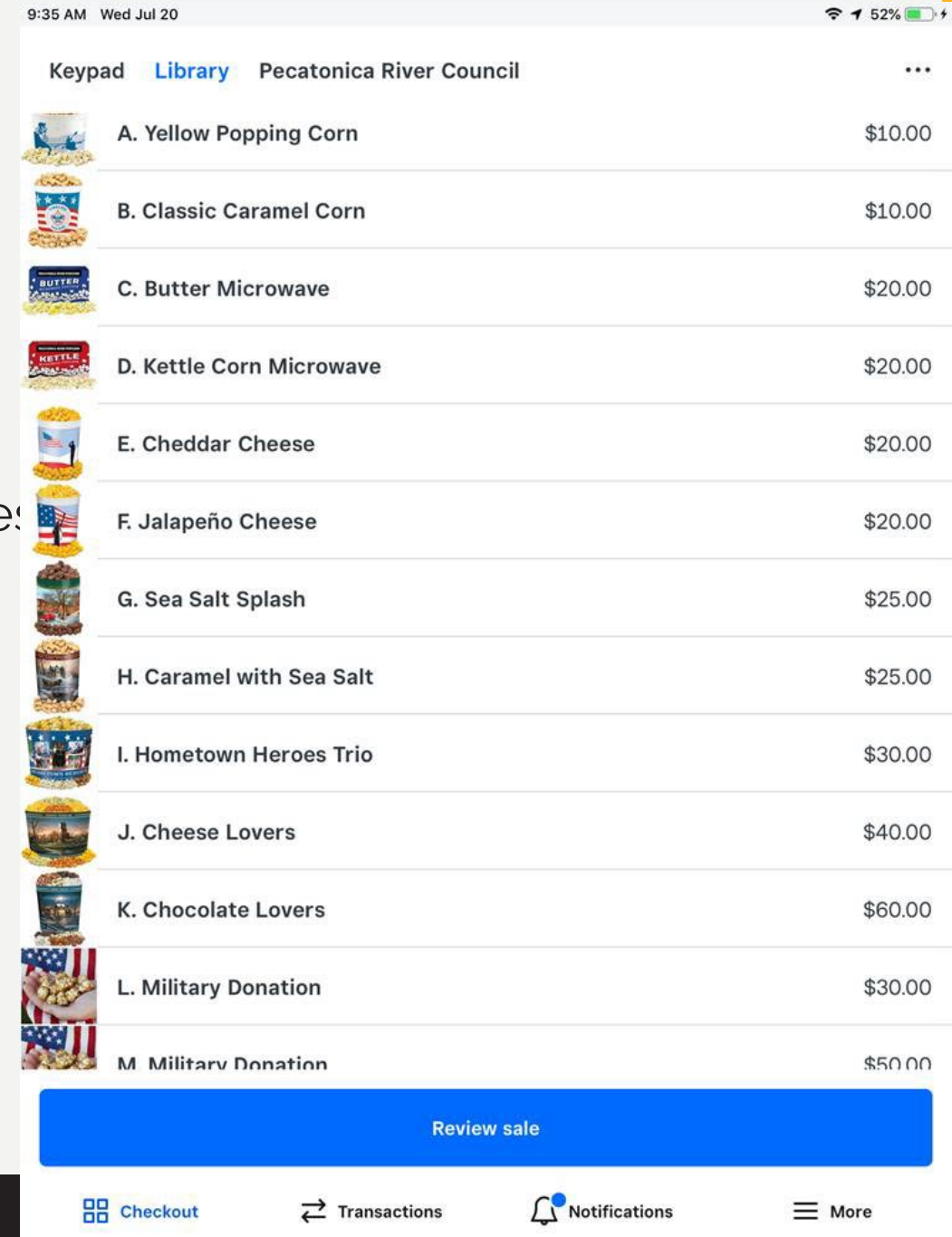
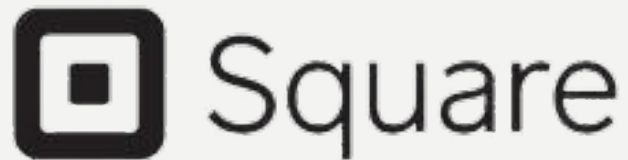
CARD READER



SQUARE

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

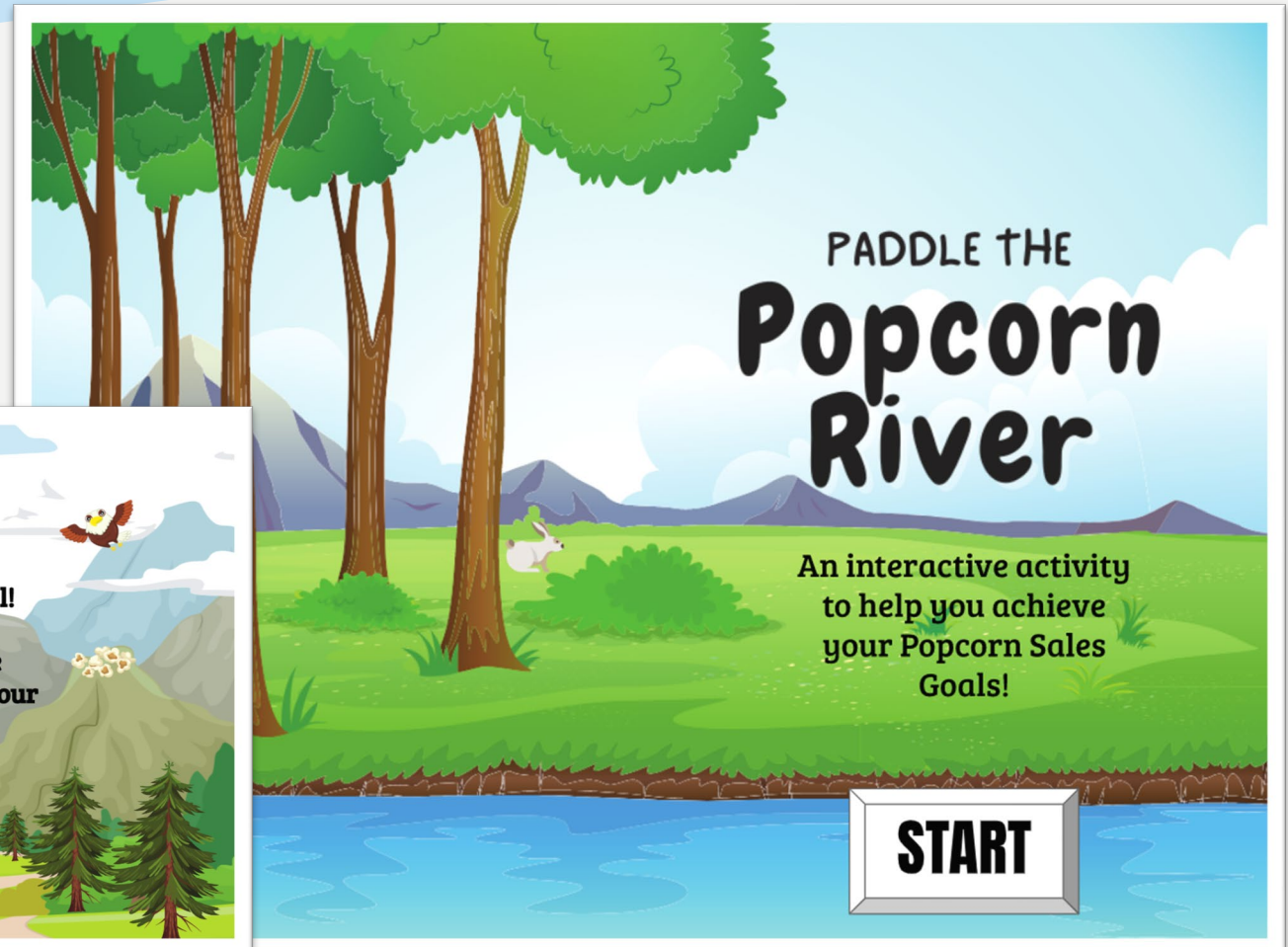
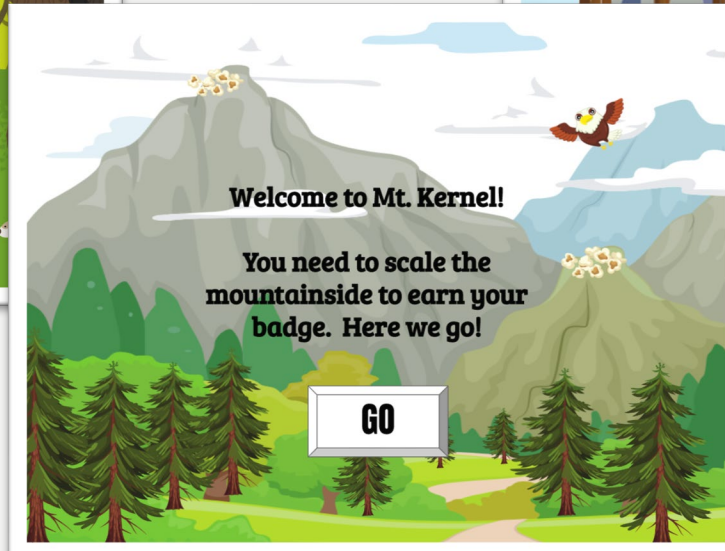
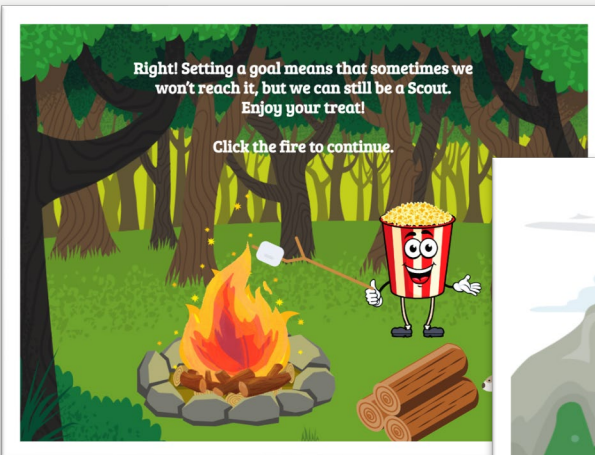
Both files can be found by clicking the files link once logged into your unit's account at www.prpopcorn.com.



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

- **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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Scouts of
America®
All rights
reserved

Three Harbors Council Milwaukee, WI

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 Rechargeable 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

Three Harbors Council

Council Code: 636THC

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

Tasting Kit

Caramel Corn with Sea Salt UC#8027 Buttery caramel coated popcorn with the perfect amount of sea salt. -Silver Foil- <small>Contains: Milk, Soy Processed in a facility that also processes peanuts and tree nuts</small>	White Ruby UC#8025 Sweet popcorn and tart cranberries smothered in white fudge. -Red Foil- <small>Contains: Milk, Soy, Peanuts, Tree Nuts</small>	White Cheddar UC#8026 White cheddar goodness with our freshly popped gourmet corn. -Silver Foil- <small>Contains: Milk Processed in a facility that also processes peanuts, tree nuts and soy</small>
Cheddar Cheese UC#8036 Wisconsin cheddar cheese popcorn. -Gold Foil- <small>Contains: Milk Processed in a facility that also processes peanuts, tree nuts and soy</small>	Kettle Corn UC#8033 Experience a taste that is sure to satisfy your sweet and salty craving. -Silver Foil- <small>Processed in a facility that also processes milk, soy, peanuts and tree nuts</small>	
Jalapeño Cheese UC#8038 A zesty twist to an old favorite. -Red Foil- <small>Contains: Milk Processed in a facility that also processes peanuts, tree nuts and soy</small>	Peanut Butter Cup UC#8045 A melt in your mouth taste combination of milk chocolate and peanut butter. -Gold Foil- <small>Contains: Milk, Soy, Peanuts, Tree Nuts</small>	Sea Salt Splash UC#8021 Caramel corn coated in rich fudge, with a splash of sea salt. -Green Foil- <small>Contains: Milk, Soy, Peanuts, Tree Nuts</small>
Microwave Butter UC#8062 <small>Contains: Milk</small>	Microwave Kettle Corn <small>No Allergens</small>	



PEATONICA RIVER POPCORN



UC#8062

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

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 ☞



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: _____

Name/Address/Phone		Yellow Popping Corn	Cheddar Cheese	Milk Chocolatey Pretzels	Classic Caramel Corn	Jalapeno Cheese	Classic Trio	Morning Brew	Cajun Crunch	Cheese Lovers	Chocolate Lovers	Military Donation	TOTAL ITEMS	AMOUNT DUE	PAID (A)	DEL (B)
1		\$10	\$10	\$20	\$20	\$20	\$20	\$25	\$25	\$30	\$40	\$60				
2																
3																
4																
5																
6																
7																
8																
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26																
27																
28																
29																
30																
TOTALS																

Scout takes the flyer door to door to collect orders.
Form has spaces for up to 30 names.

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

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

Name/Address/Phone													TOTAL (ITEMS)	AMOUNT DUE	PAID (Y)	DUE (N)	
	\$10	\$10	\$20	\$20	\$20	\$20	\$25	\$25	\$30	\$40	\$60	\$30	\$50				
1																	
2																	
3																	
4																	
5																	
6																	
7																	
8																	
9																	
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30																	
TOTALS:																	

PS-32

	<p>YELLOW POPPING CORN</p>							
<p>America's healthiest snack food in a re-sealable Adventure tub! Pops up tender for that fresh popcorn taste</p> <p>Net Wt. 2 lbs ▾</p> <p>\$10 (10) (10)</p>	<p>Glazed to perfection with real butter and brown sugar to create a flavor crunch you can't forget.</p> <p>Net Wt. 8 oz. ▾</p> <p>\$10 (10) (10)</p>	<p>Beautifully clean medium roast with deep running notes of red wine and chocolate.</p> <p>Net Wt. 7 oz. ●</p> <p>\$15 (10) (10)</p>	<p>Take advantage of this convenient way to enjoy a freshly popped taste with a rich butter flavor.</p> <p>Net Wt. 37.5 oz. (+)</p> <p>\$20 (10) (10)</p>	<p>Experience the sweet, yet salty flavor of Kettle Corn anytime, 0 grams of trans fat.</p> <p>Net Wt. 37.5 oz. (+)</p> <p>\$20 (10) (10)</p>	<p>Experience a sweet and salty craving, sure to satisfy your tastebuds.</p> <p>Net Wt. 10 oz. ★</p> <p>\$20 (10) (10)</p>	<p>Made with real cheddar popped kernel is a savory blend of cheeses that will keep you coming back for more.</p> <p>Net Wt. 7 oz. ●</p> <p>\$22 (10) (10)</p>	<p>The unmistakable zip of this feisty popcorn flavor gives jalapeno pepper a twist you won't forget.</p> <p>Net Wt. 7 oz. ■</p> <p>\$22 (10) (10)</p>	

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 & 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 ☹D

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 ☞ \$45 ☞

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 ☞ \$60

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
\$45 ☞ \$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



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



www.prpopcorn.com

Unit Money Envelope

Unit Name: _____

Money Due: _____

Total Amount: _____

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



www.prpopcorn.com

INDIVIDUAL MONEY ENVELOPE

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.

Name: _____

Phone: _____

Containers Sold: _____

Amount of Money Due: _____

Money is Due By: _____

USE THIS ENVELOPE TO HOLD YOUR MONEY AND CHECKS

SALES BANNER

BUY YOUR SCOUT POPCORN HERE!



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



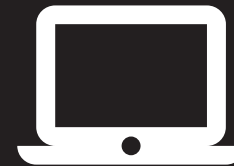
Show & Deliver

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*

First make your select ▾

District*

First make your select ▾

Unit Type*

First make your selec ▾

Unit*

First make your selec ▾

Username*

Password*

6+ characters with 1 number

Confirm Password*

First Name*

Last Name*

Address*

City*

State*

--Select-- ▾

Zip*

#####

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

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
Total	158	\$3,010.00	\$2,107.00	\$903.00

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
Total	142	\$2,880.00	\$2,016.00	\$864.00

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

Records 1-4 of 4

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

Records 1-4 of 4

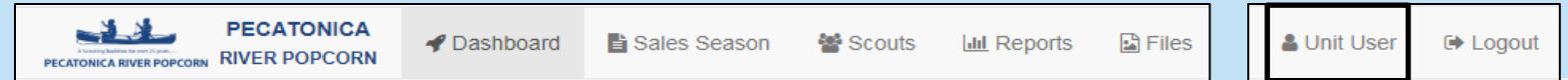
Scout Boss

Tabulate Your Order

- Excel document downloadable from unit dashboard to help keep track of your sale

Pecatonica River Council Worksheet Tool 2021																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
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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>Scout Boss</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>Sales Banner</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>Super Saturday Prize</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, Citizenship, 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 for 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)	
Sign-up to Sell (download form)	Sign up to Sell (download form)	
Wreath website Registration (online)	Pecatonica website Registration (online)	Upcoming Events
Wreath Leader's Guide	Popcorn Leader's Guide	Product Sale Leader Training #1: 8/8/2020 9 AM - 10 AM
Wreath Sale Schedule	Popcorn Sale Schedule	Product Sale Leader Training #2: 8/12/2020 6:30 PM - 7:30 PM
Selling Tips	Popcorn Prize Order Form	



Questions