

# 2019 Popcorn Kickoff



THREE HARBORS COUNCIL

# 2019 Popcorn Flavors \$10-\$20

## White Popping Corn

America's healthiest snack food!  
Pops up tender for that fresh  
popcorn taste you're craving.



Net Wt. 2.5 lbs. ▲ \$10.00 U D GF

## Snakebite Supremo

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

100% Premium Arabica Ground Coffee.



Net Wt. 8 oz. ● \$15.00 GF

Light Med. Dark

## Cheddar Cheese

Made with real Wisconsin Cheddar  
Cheese, each freshly popped kernel  
is a savory blend of cheeses that  
will keep you coming back for more.



Jamboree  
by Joseph Csatri

Net Wt. 8 oz. ● \$20.00 GF

## 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. 10 oz. ▲ \$10.00 GF

## Campfire Conniption

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

100% Premium Arabica Ground Coffee.



Net Wt. 8 oz. ● \$15.00 GF

Light Med. Dark

## 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.



The Patrol Leader  
by Joseph Csatri

Net Wt. 8 oz. ■ \$20.00 GF



TRADING  
POST

# 2019 Popcorn Flavors \$20 - \$25

## Butter

### Microwave ~ 18 Pack

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

Net Wt. 45 oz. ⊕ \$20.00 ⊕D ⊕GF



## Kettle Corn

### Microwave ~ 18 Pack

Experience the combination of the sweet, yet salty flavor of kettle corn anytime. 0 grams of trans fats.

Net Wt. 45 oz. ✓ \$20.00 ⊕D ⊕GF



## Trail Mix

Grab a handful of our flavorful snack mix. This treat has cashews, peanuts, almonds, chocolate candies, raisins & dried cranberries.

Net Wt. 18 oz. ⊙ \$20.00 ⊕GF



## Peanut Butter Cup

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

Net Wt. 16 oz. ♥ \$20.00 ⊕GF



## Chocolate Covered Pretzels

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

Net Wt. 16 oz. ∅ \$25.00



Sunset Retreat by Terry Redlin

## Caramel with Sea Salt

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

Net Wt. 16 oz. ◆ \$25.00 ⊕GF



Official MLB Milwaukee Brewers



# 2019 Popcorn Flavors \$25-\$40

## Caramel with Sea Salt

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

Net Wt. 16 oz.  \$25.00 



Official MLB  
Chicago Cubs

## Double Butter Microwave ~ 30 Pack

Bring the taste of the theater home with this buttery popcorn snack. Each package is bursting with twice the buttery flavor.

Net Wt. 75 oz. **DB** \$30.00   



## 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.

Natural Popcorn / Classic Caramel / Cheddar Cheese

Net Wt. 23 oz.  \$30.00 



America! America!  
by Terry Redlin

## Cheese Lover's

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

Cheddar Cheese / Jalapeño Cheese  
Buffalo Ranch / White Cheddar

Net Wt. 24 oz.  \$40.00 



Sea to Shining Sea by Terry Redlin



# Military Donations \$30/50

Allows customers to purchase popcorn for the men and women serving our country and support Scouting at the same time.



# Kick Off – In the Bag

## In The Bag:

- ✓ Sales Flyer
- ✓ Money Envelopes
- ✓ Super Saturday Prize
- ✓ Tasting Kits



# How to Conduct a Tasting Session

The purpose 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!

## **-Why Tasting Sessions are important to our 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 Caramel was the best, but I like Jalapeno Cheese so you should buy them both!"

Enjoy your Tasting Kits and  
good luck selling this season!



Sincerely,

Your Friends at Pecatonica River Popcorn

# Super Saturday

Fun-filled day of events enriched with opportunity for Scouts. The day is designed to stimulate Scout sales and encourage interaction with customers.

- Entire unit gathers on a Saturday morning.
- The entire unit goes to a house to learn some techniques for selling door to door and to gain some confidence.
- The Scouts, leaders and parents then divide and blanket the neighborhood to see who can make the most sales.
- Meet back at the starting place in a specified amount of time and give the prize away.



# 4 Ways to Sell Pecatonica River Popcorn

- Show & Sell/Show & Deliver
  - Setting up a display of your popcorn at a high traffic area is an easy way to increase your sale!  
(Popcorn is ordered in advance on consignment from the Council)
  - Combines the Show & Sell (Products ordered in advance) and Take Order (Going door-to-door). One Stop Selling!  
(Product is taken door-to-door and delivered on the spot)
- 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.  
(Unit tabulates individual Scout sales into one Unit Order)
- Online Sales
  - Customers can support Scouts from across the country with [prpopcornstore.com](http://prpopcornstore.com). Each Scout gets credit for what they sell.  
(Unit leaders register each boy, seller ID's are emailed along with script)



# Online Sales – prpopcornstore.com

**Online selling allows Scouts to sell to faraway friends and family. 70% of every purchase goes back to Scouting.**

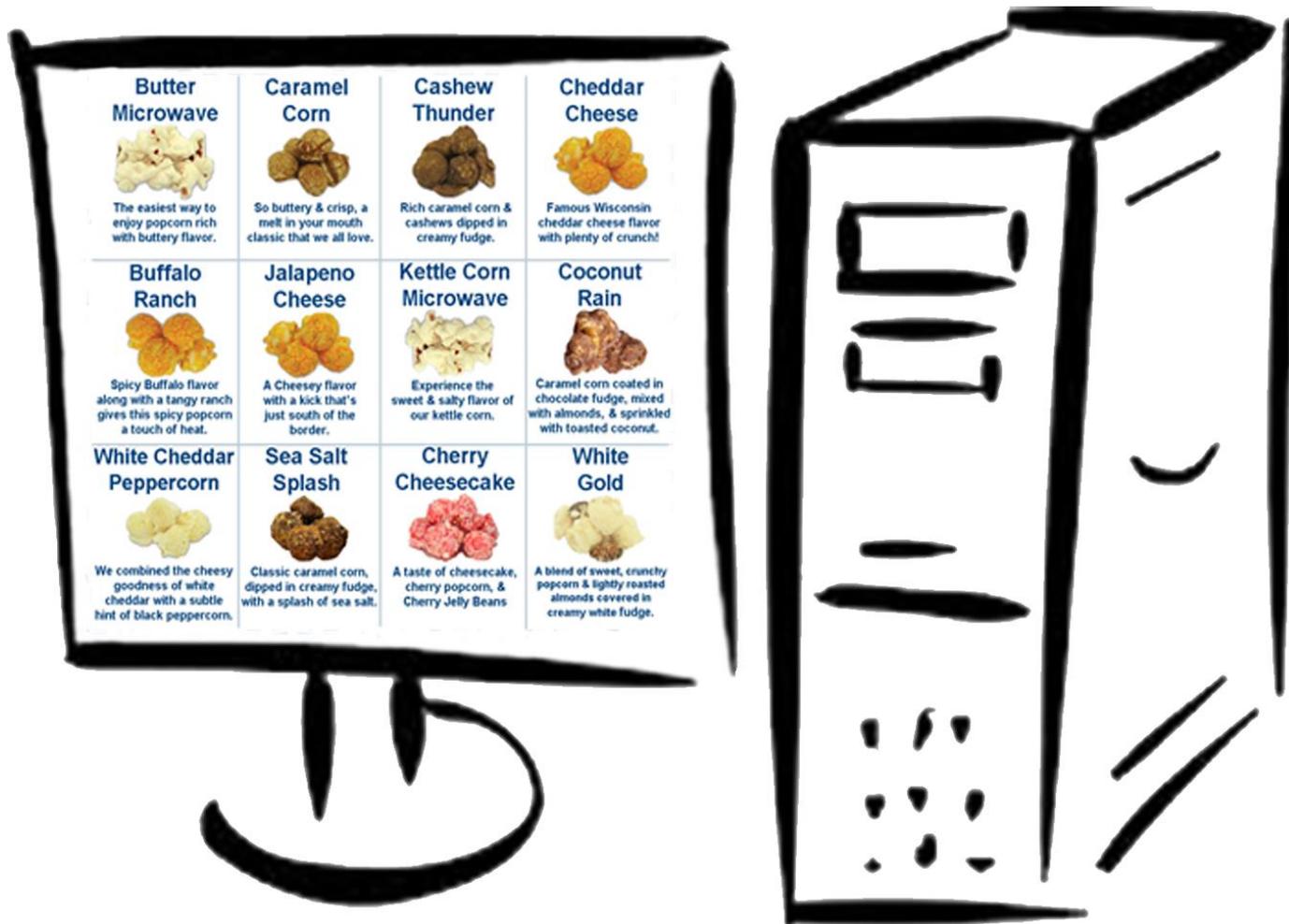
**Why Sell  
Online?**

- **No deliveries!** PRP ships the product directly to the consumer.
- **Emails sent out each time an order ships so that the unit leader and Scout can track sales.**
- **It's easy!**
  - Scouts register to sell with their unit leader via the Unit dashboard.
- **Three options to choose from:**
  - 2 gallon tin
  - 3 gallon tin
  - Military Donation ranging from \$10 - \$100.
- **Sales count towards prize levels.**



# Online Flavors

- Customers can choose their favorite 3 flavors from 12 unique options to fill their tins.



## Butter Microwave



The easiest way to enjoy popcorn rich with buttery flavor.

## Caramel Corn



So buttery & crisp, a melt in your mouth classic that we all love.

## Cashew Thunder



Rich caramel corn & cashews dipped in creamy fudge.

## Cheddar Cheese



Famous Wisconsin cheddar cheese flavor with plenty of crunch!

## Buffalo Ranch



Spicy Buffalo flavor along with a tangy ranch gives this spicy popcorn a touch of heat.

## Jalapeno Cheese



A Cheesy flavor with a kick that's just south of the border.

## Kettle Corn Microwave



Experience the sweet & salty flavor of our kettle corn.

## Coconut Rain



Caramel corn coated in chocolate fudge, mixed with almonds, & sprinkled with toasted coconut.

## White Cheddar Peppercorn



We combined the cheesy goodness of white cheddar with a subtle hint of black peppercorn.

## Sea Salt Splash



Classic caramel corn, dipped in creamy fudge, with a splash of sea salt.

## Cherry Cheesecake



A taste of cheesecake, cherry popcorn, & Cherry Jelly Beans

## White Gold



A blend of sweet, crunchy popcorn & lightly roasted almonds covered in creamy white fudge.

# Online Sales – MyPRPopcorn.com



My Pecatonica River Popcorn



Joe Scout

**Goal:** 5,000

**Raising money for:** I am selling popcorn to earn my way to Boy Scout camp this summer. I've been to Cub Scout day camp, but this will be my first time spending an entire week at camp and I can't wait to go. I am excited to learn to canoe and ride a horse for the first time. Please help me by purchasing popcorn today. Thank you!



Please enter ID number **12345** when placing your order to give me credit for your purchase.

**My PR Popcorn is a secure, online platform that helps Scouts and their parents sell more popcorn by easily promoting their sale to family and friends online using your own custom profiles. Scout profiles can be setup and managed using a web browser ([www.MyPRPopcorn.com](http://www.MyPRPopcorn.com)) or Apple or Android smart phone by downloading the My PR Popcorn app on the Apple App store or Google Play store.**

- Personable email to send to family and friends.
- Parent can record video message of Scout telling about unit and why the popcorn sale is important through the My PR Popcorn app.



 **PLAY NOW**



# Winners Circle

## Sell \$2,500 To Enter Winners Circle

**SELL \$2,500**  
**PICK A PRIZE FROM THE WINNERS CIRCLE**

 <p>iPod touch® 32GB MP3 Player</p> <small>Apple is not a participant in or sponsor of this promotion</small>	 <p>Action Camera</p>
 <p>39" Smart TV</p>	 <p>Classic Hoverboard</p>
 <p>2-in-1 Touch Screen</p>	 <p>Portable Projector</p>
 <p>Drone Quadcopter</p>	 <p>\$200 Best Buy Gift Card</p>

**SELL \$4,000**  
**CHOOSE PRIZE FROM ABOVE OR ONE OF THE FOLLOWING**

 <p>Nintendo Switch</p>	 <p>PlayStation VR</p> <small>**Works with PS4**</small>	 <p>Sit On Top Kayak</p> <small>**Style and color subject to availability**</small>
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\*\*One prize per Scout and subject to availability\*\*

**\*\*One prize per Scout\*\***

## Everyone has a chance to win

All Scouts that sell \$2,500 or more have their choice of **one** prize from Pecatonica Rivers' Winners Circle. All Scouts that sell \$4,000 or more have the choice of **one** prize but have 3 additional options to choose from. Unit leader will enter their Scout's:

- [www.prpopcorn.com](http://www.prpopcorn.com)
- Log into your unit profile
- Click "Enter Scout into Winners Circle"





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

## PECATONICA RIVER POPCORN



# Helpful Tips



## PECATONICA RIVER POPCORN

### SALE TOOLS

[Click Here to print off Donation Receipts](#)

[Click Here to print off Sorry We Missed You cards](#)

[Click Here to print off a Popcorn Receipt](#)

[Click Here to print off Tasting Kit Name Cards](#)

Product Weight and Dimensions

Product		Length	Width	Height	Weight	Items Per Case
10oz. Campfire Connoption		11 3/4"	7 3/4"	6 1/4"	6 lbs.	8
10oz. Classic Carmel		10 3/8"	10 3/8"	12 1/2"	9.12 lbs.	8
Coconut Rain		10 3/8"	10 3/8"	12 1/2"	9.12 lbs.	8
Trailmasters Blend		11 3/4"	7 3/4"	6 1/4"	6 lbs.	8
Trailmasters Blend		11 3/4"	7 3/4"	6 1/4"	6 lbs.	8



# Donation

# RECEIPTS



## Thank You for your donation.

70% of your purchase goes to local scouting. Pecatonica River Popcorn works with military approved organizations to ship popcorn to the U.S. Troops, their families and veterans organizations around the world.

### MILITARY DONATION RECEIPT

Name: \_\_\_\_\_  
Date: \_\_\_\_\_  
Donation Amount: \_\_\_\_\_



Pecatonica River Popcorn

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### MILITARY DONATION RECEIPT

Name: \_\_\_\_\_  
Date: \_\_\_\_\_  
Donation Amount: \_\_\_\_\_



Pecatonica River Popcorn

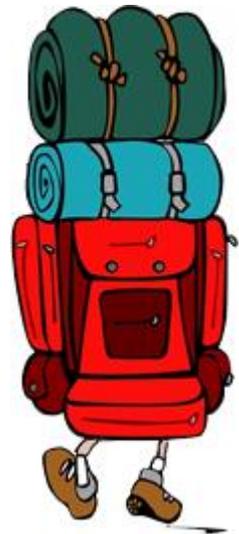
# Sorry We Missed You Cards

Three Harbors Council,  
BOY SCOUTS OF AMERICA

***It's Boy Scout Popcorn Time***

***Selling Scout Popcorn helps Scouts, Units, and the Council raise the funds needed to provide quality programs to the youth of our communities. Popcorn has helped pay for camp, uniforms, equipment, and much more...please keep the tradition strong and support your local scouts.***

Contact: Brian Arndt of Pack 4454 at  
608-943-8283 for more information and to place  
your order.



# Popcorn Receipts

**IT'S POPCORN TIME!**

Pack/Troop \_\_\_\_\_

Unit Number \_\_\_\_\_

Scout Name \_\_\_\_\_

Scout Phone # \_\_\_\_\_

# of Items Sold \_\_\_\_\_

Sale Amount \$ \_\_\_\_\_

Delivery Date \_\_\_\_\_

Today's Date \_\_\_\_\_

**IT'S POPCORN TIME!**

Pack/Troop \_\_\_\_\_

Unit Number \_\_\_\_\_

Scout Name \_\_\_\_\_

Scout Phone # \_\_\_\_\_

# of Items Sold \_\_\_\_\_

Sale Amount \$ \_\_\_\_\_

Delivery Date \_\_\_\_\_

Today's Date \_\_\_\_\_

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Scout Phone # \_\_\_\_\_

# of Items Sold \_\_\_\_\_

Sale Amount \$ \_\_\_\_\_

Delivery Date \_\_\_\_\_

Today's Date \_\_\_\_\_

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Scout Name \_\_\_\_\_

Scout Phone # \_\_\_\_\_

# of Items Sold \_\_\_\_\_

Sale Amount \$ \_\_\_\_\_

Delivery Date \_\_\_\_\_

Today's Date \_\_\_\_\_

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Pack/Troop \_\_\_\_\_

Unit Number \_\_\_\_\_

Scout Name \_\_\_\_\_

Scout Phone # \_\_\_\_\_

# of Items Sold \_\_\_\_\_

Sale Amount \$ \_\_\_\_\_

Delivery Date \_\_\_\_\_

Today's Date \_\_\_\_\_

**IT'S POPCORN TIME!**

Pack/Troop \_\_\_\_\_

Unit Number \_\_\_\_\_

Scout Name \_\_\_\_\_

Scout Phone # \_\_\_\_\_

# of Items Sold \_\_\_\_\_

Sale Amount \$ \_\_\_\_\_

Delivery Date \_\_\_\_\_

Today's Date \_\_\_\_\_

# Nutritional Information

 HOME

MY ACCOUNT | LOGOUT



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

## PECATONICA RIVER POPCORN

### Nutritional Info for Classic Caramel

**★ OVER ★**  
**70%**  
**GOES BACK TO**  
**SCOUTING**  
[www.BeAScout.org](http://www.BeAScout.org)

### CARAMEL CORN

Nutrition Facts		Amount / Serving		%DV*		Amount / Serving		%DV*	
Serv. Size: 3/4 cup (30g) Calories: 120 Fat Cal.: 35 <small>*Percent Daily Values (DV) are based on a 2,000 calorie diet.</small>		Total Fat	4g	6%	Total Carb.	21g	7%		
		Sat. Fat	1g	5%	Fiber	1g	4%		
		Trans Fat	0g		Sugars	13g			
		Cholest.	5mg	2%	Protein	1g			
		Sodium	20mg	1%					
		Vitamin A	2%	Vitamin C	0%	Calcium	2%	Iron	2%

**Ingredients:** Brown sugar, corn syrup, popcorn, corn oil, water, butter (cream, salt), soy lecithin, baking soda, natural and artificial flavors. **Allergy Information:** Contains Milk, Soy. Processed in a facility that also processes peanuts.

www.prpopcorn.com | 800-828-8115

[Back to Flavors](#)





## Tasting Kit Cards

ADVENTURE

Pecatonica River Popcorn

— Pecatonica River Popcorn —

### Butter Microwave

The easiest way to enjoy popcorn with a rich buttery flavor.

Allergy Information: Milk

— Pecatonica River Popcorn —

### Caramel w/Sea Salt

Our classic caramel corn with a touch of sea salt.

Allergy information: Milk, Soy, Peanuts and Treenuts.

— Pecatonica River Popcorn —

### White Cheddar

Savory goodness of white cheddar and a mild but noticeable kick of black peppercorn with our freshly popped gourmet corn.

Allergy information: Milk and soy. Processed in a facility that also processes peanuts.

— Pecatonica River Popcorn —

### Cheddar Cheese

Savor the flavor of tangy Wisconsin cheddar cheese popcorn.

Allergy information: Milk and Soy. Processed in a facility that also process peanuts.

— Pecatonica River Popcorn —

### Buffalo Ranch

Popcorn with a spicy buffalo flavor along with a touch of ranch.

Allergy Information: Milk and Soy. Processed in a facility that also process peanuts.

— Pecatonica River Popcorn —

### Kettle Corn

The perfect combination of sweet and salty!

Allergy information: None

# Thank You!

Questions or Comments?



# Scout Boss

## Sign-In

Username

Password

Login

[Forgot your password?](#)

## 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

# Creating a New Unit Profile

Only used if Unit has never sold popcorn before

Council Key\*

Council\*

District\*

Unit\*

Unit Type

First make your select ▼	First make your select ▼	First make your select ▼	<input type="text"/>
--------------------------	--------------------------	--------------------------	----------------------

Username\*

Password\*

Confirm Password\*

<input type="text"/>	6+ characters with 1 number	<input type="text"/>
----------------------	-----------------------------	----------------------

First Name\*

Last Name\*

<input type="text"/>	<input type="text"/>
----------------------	----------------------

Address\*

City\*

State\*

Zip\*

<input type="text"/>	--Select-- ▼	#####
----------------------	--------------	-------

Phone\*

Email\*

###-###-####	<input type="text"/>
--------------	----------------------

**Council Key:  
636THC**

Submit

# Scout Boss

## Dashboard

Dashboard

+ New Order

Manage Orders

Scout Seller IDs

Winner's Circle

Worksheet Tool

Page 1 of 5

### Order Summary

#### Current Season -

No records found

#### Prior Year Comparison -

No records found

### Important Dates

Event Date	End Date	Event Name	Event Details	
2/5/2019	2/5/2019	Popcorn Training	iMet Center, 2320 Renaissance Blvd, Sturtevant, WI (6PM-7PM)	<a href="#">Edit</a> <a href="#">Delete</a>
2/6/2019	2/6/2019	Popcorn Training	Milwaukee Scout Service Center, 330 S. 84th Street, Milwaukee, WI (6PM-7PM)	<a href="#">Edit</a> <a href="#">Delete</a>
2/11/2019	2/11/2019	Show and Sell Orders Due		<a href="#">Edit</a> <a href="#">Delete</a>
2/25/2019	4/22/2019	Online Sales		<a href="#">Edit</a> <a href="#">Delete</a>

### Council Info

#### Name

Three Harbors Council

#### Address

330 South 84th Street

**City**      **State**      **Zip**

Milwaukee Wisconsin 53214

#### Phone No.

414-774-1776

# Scout Boss

## Entering an Order

Add Order

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

Sale Season: Fall 2018  
Order Status: Submitted by Unit

Order Type: Show & Sell  
Location: Westfield Service Center

	Image	Product	Price	Cases	Containers	Total Containers	Line Total
1		Yellow Popcorn	\$10.00	<input type="text" value="0"/>		0	\$0.00
2		Caramel - ER	\$10.00	<input type="text" value="0"/>		0	\$0.00
3		Peanut Butter Cup - LOH	\$10.00	<input type="text" value="0"/>		0	\$0.00
4		18 Pack Butter	\$20.00	<input type="text" value="0"/>		0	\$0.00
5		18 Pack Sea Salt "Light"	\$20.00	<input type="text" value="0"/>		0	\$0.00
6		18 Pack Kettle Corn	\$20.00	<input type="text" value="0"/>		0	\$0.00
7		Cheddar Cheese - PL	\$20.00	<input type="text" value="0"/>		0	\$0.00
8		Jalapeno Cheese - Jam.	\$20.00	<input type="text" value="0"/>		0	\$0.00
9		Trail Mix - FT	\$20.00	<input type="text" value="0"/>		0	\$0.00
10		Sea Salt Splash - TGT	\$20.00	<input type="text" value="0"/>		0	\$0.00
11		Mud Puddles - Car.	\$20.00	<input type="text" value="0"/>		0	\$0.00
12		Caramel w/Sea Salt - PTS	\$25.00	<input type="text" value="0"/>		0	\$0.00
13		Chocolate Pretzels - Patriots SB	\$25.00	<input type="text" value="0"/>		0	\$0.00
14		Classic Trio - MF	\$30.00	<input type="text" value="0"/>		0	\$0.00
15		Cheese Lovers - ST	\$40.00	<input type="text" value="0"/>		0	\$0.00
16		Chocolate Lovers - HB	\$50.00	<input type="text" value="0"/>		0	\$0.00
Total						0	\$0.00

Show-N-Sell orders are ordered in cases only.

Take Orders are ordered in containers only.

You have the ability to edit your order by logging into your unit profile up until the council approves the order.

# Scout Boss

## Adding a Scout for a Seller ID

### Scouts

 Scouts

Unit Number

Scout Name

Seller ID

Email

Filter

Reset

 Active Scouts

 Inactive Scouts

 All Scouts

Inactive	First Name	Last Name	Email	Seller ID	Date Added		
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>				<a href="#">Add</a>
No	John	Smith	pops@prpopcorn.com	9N7TON	5/17/2018	<a href="#">Prizes</a>	<a href="#">Edit</a>

Records 1-2 of 2

# Seller Id Email

From: pops@prpopcorn.com  
To: Brian Arndt  
Cc:  
Subject: Boy Scouts Online Popcorn Sale

Sent: Wed 2/8/2017 10:11 AM

Congratulations, your Scout has been signed up to sell online by the unit leader.

You have two ways to reach your customers.

1. My PR Popcorn is a secure, online platform that helps Scouts and their parents sell more popcorn by easily promoting their sale to family and friends online using your own custom profiles. Scout profiles can be setup and managed using a web browser ([www.MyPRPopcorn.com](http://www.MyPRPopcorn.com)) or Apple or Android smart phone by downloading the My PR Popcorn app on the Apple App store or Google Play store.

With the My PR Popcorn app, simply select "Share Profile" at the top of the My Profile page to share it using any email or social media account setup on your phone. When customers visit a Scout's profile, they can select the "Support Me Now" button on your profile page that will take them to the online Pecatonica River store. They will need to enter the unique ID number displayed each Scout's profile page when placing their order to give that Scout credit for the sale.

2. Form email sent to your contact list using the text below.

Please support me and scouting by ordering a made-to-order popcorn tin. Pecatonica River Popcorn allows you to choose a 2 or 3 gallon tin with your own individualized combination of up to 3 gourmet popcorn flavors. The special flavors and descriptions are available at [www.prcpopcornstore.com](http://www.prcpopcornstore.com). You may also choose to send a taste of home to our U.S. Military men and women by purchasing a Popcorn Military Donation. These donations are available in denominations from \$10-\$100 and ship direct from Pecatonica River Popcorn to men and women in the U.S. Military.

To find out more about the available popcorn choices, please go to: [www.prcpopcornstore.com](http://www.prcpopcornstore.com). Once there, you can place an order on my behalf by entering my Scout Seller ID: **90610** at checkout.

70% of your purchase goes back to my Unit and Council to help instill the very values that have made Scouting a time honored tradition for over 100 years.

Thank you for your support,

Brian Ar  
Seller ID: **90610**

# Scout Boss

## Entering a Winner's Circle Prize

### Add Prize

 Scouts /  Prizes /  Add Prize

Scout

John Smith

Invoice Period\*

--Select--

**NOTE: Invoice Period stands of the fundraiser year (Spring 2019)**

Amount Sold\*

Prize Type\*

Worksheet Verification\*

No file chosen

Zip\*

Pickup Name\*

Pickup Email\*

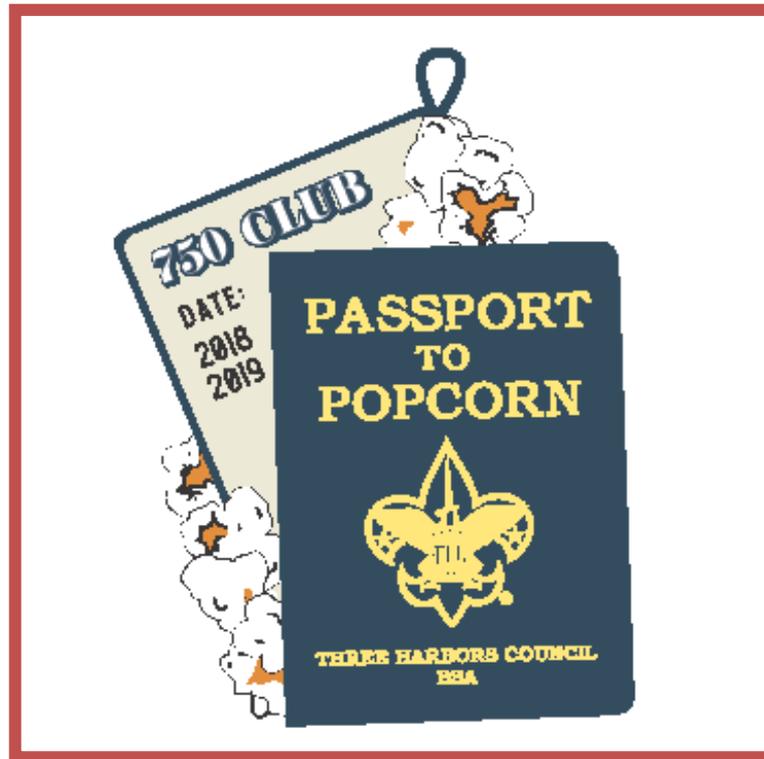
pops@prpopcorn.com

# Thank You!

Questions or Comments?



# Three Harbors Council Spring 2019 Popcorn



# Impact of Popcorn

- Over \$350,000 dollars in unit commission to participating units in 2018!
- Amazing experiences for our Scouts
- Scouts develop communication, sales skills, learn to organize and accomplish goals they set.
- Financial resource for Scout Units



# Calendar of Events

February-12	Show & Sell orders Due Online
February-26	Show & Sell Distribution, CH Coakley
February-25	Online Sales Open
February-28	Show & Sell Distribution, Lemn USA
March-1	Sale Begins
March-5	Blitz Weekend Submissions Due Online at Midnight <a href="mailto:Verification-Scout Sales(Popcorn@ThreeHarborsScouting.org)"><b>Verification-Scout Sales(Popcorn@ThreeHarborsScouting.org)</b></a>
April 1	Sale Ends
April-6	Popcorn Return Only Day-New
April-9	Reconciliation-Milwaukee Service Center
April-10	Reconciliation-Lemn USA
April-12	Prize Orders Due Online
April-22	Online Sales Close
April-30	Take Order Distribution-CH Coakley
May-2	Take Order Distribution-Lemn USA
May-14	Post-Dated Checks Deposited



# 2018 Top Selling Districts

## Congratulations!!!

### SPRING 2018

- Root River District with a Total Retail Sales of \$76,030
- Southshore District with a Total Retail Sales of \$32,225

### FALL 2018

- Root River District with a Total Retail Sales of \$211,180
- Iron Horse District with a Total Retail Sales of \$141,175



# 2018 Top Sellers

## SPRING 2018

- Pack 205 - Southshore District highest selling Pack with \$14,955
- Troop 506 - Root River District highest selling Troop with \$7,620

## FALL 2018

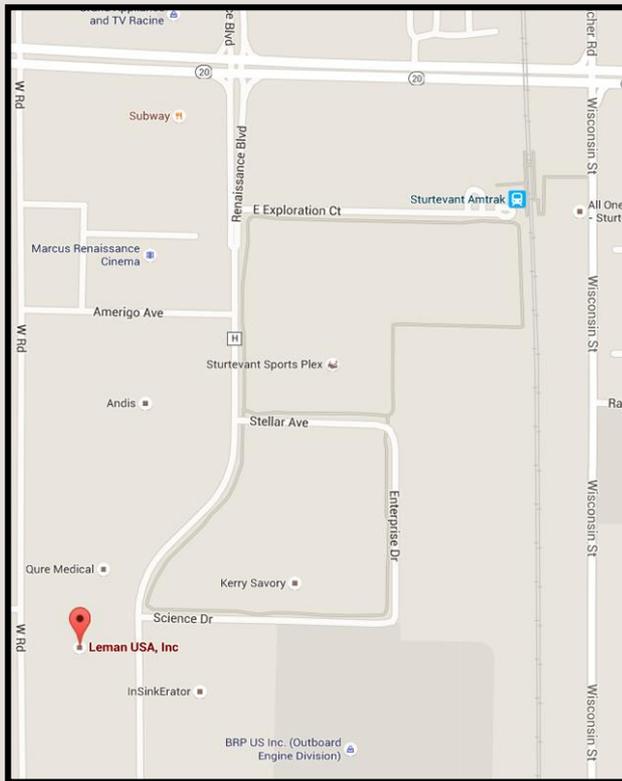
- Pack 507 - Root River District highest selling Pack with \$33,610
- Troop 539 - Root River District highest selling Troop with \$31,405



# Warehouse Locations

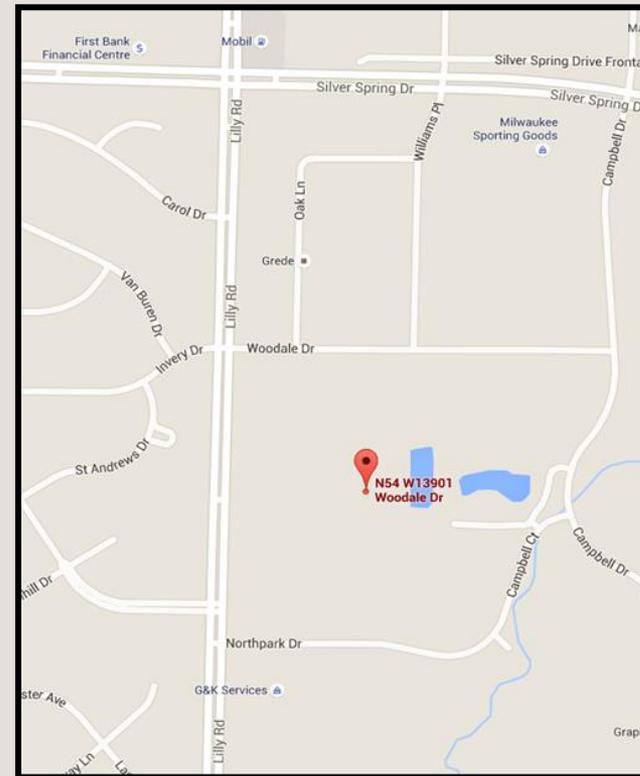
C.H. COAKLEY

N54 W13901 Wooddale Drive  
Menomonee Falls, WI 53051



LEMAN USA

1860 Renaissance Blvd  
Sturtevant, WI 53177



# Volunteers Always Welcome



- We had a great group of volunteers to help with sorting this past Fall.
- We work with a team approach.
- Scouts BSA who are 14+ with volunteer adult are required to help facilitate.
- Adults must be able to lift 25lbs
- Adults only to load product into vehicles
- Contact Patty Freuler at [Popcorn@ThreeHarborsScouting.org](mailto:Popcorn@ThreeHarborsScouting.org) to sign up



# Warehouse Hours

## **Milwaukee Service Center**

Wednesdays 11:00-5:30 pm

Saturdays 9:00-10:30 am

(By appointment only)

## **Leman USA**

Thursdays 3:00-5:30

(By appointment only)

Please contact Patty Freuler for additional  
product orders throughout the sale!  
This will ensure we have product in stock and  
someone is available to help!

**Patty Freuler**

414-443-2849

[Popcorn@ThreeHarborsScouting.org](mailto:Popcorn@ThreeHarborsScouting.org)



# Popcorn Sale Details

Choose your commission structure:

33% with Prize Program

OR

35% without Prize Program



Choose your methods of selling:

Take Order

Show & Sell

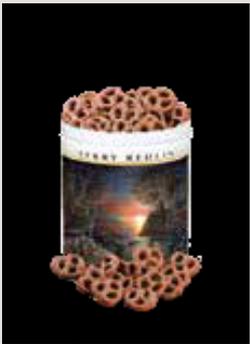
Show & Deliver

Selling Online



# Return Policy

- Units cannot return, **WITHOUT ANY EXCEPTIONS**, more than 20% of their total Show & Sell at any point during the sale.
- Initial Show & Sell orders **CANNOT** exceed the Unit's Spring 2018 total sale
- Show & Sell, undamaged product that was ordered **MUST** be returned by Reconciliation Day to receive credit.
- Chocolate Products may **NOT** be returned and include Pretzels and Peanut Butter Cup
- ALL product returned prior to Reconciliation Day is subject to the 20% rule. Returns are by appointment only.



Medium/Dark Coffees, Cheese Lover's  
and  
Chocolate Covered Pretzels  
will be limited for the Show & Sell Order



# Unit and Leader Incentives

## Extra Commission

Increase sale 10%(\$2500 minimum), from previous Spring Sale =  
Unit receives a 1% increase in commission of total retail sold

Congratulations to our Fall 2018 Kernel Winner-  
Liz Niesen Pack 422- Gateway District

### Unit-Led Incentive Ideas

- Set \$750 Goal for every Scout
- Top Seller Incentives
- Top Selling Den or Patrol earns a Pizza Party
- Pack/Troop/Crew Goal

### Kernel Incentive:

- Attend Popcorn Training and increase unit sales from Spring 2018
- You will be entered in a drawing to win a Smart TV

### Unit Kickoff Gifts

Each Unit receives:

- A taste kit
- \$750 Club Prize
- A bullet board
- A tote bag



# Tools Available to Units

## Popcorn Machine

- Perfect for your **Kickoff or End of Season Celebration**
- Three Harbors Council will provide popcorn and bags

## Squareup.com

- Request a free app and card reader via the [www.squareup.com](http://www.squareup.com)
- With its low transaction fee, Square Up is the perfect way to sell to those who do not carry cash and helps take the “I don’t have cash” as an option not to purchase
- You can also purchase a Chip & Contactless (Apple Pay, etc.) Reader

## Banners

- Check out a popcorn banner from Three Harbors Council for your next Show and Sell and return at the end of the sale



# Blitz Weekend

- Top 3 Sellers in the Council during the opening weekend win a Smart Machines Science Kit
- Submit online eligible Scouts (see link)
- Turn in Scout Sale Verification for Blitz Weekend by **MIDNIGHT** on Tuesday, March 5<sup>th</sup> to be eligible
- Show & Sell, Take Order and Online sales are counted towards the Scout total

## Verification documents can be:

- Hand-delivered to the Kenosha or Milwaukee Scout Service Center
- Scanned and emailed to Patty Freuler
- Drop off in person to Patty Freuler
- Faxed to 414-774-1799



# 750 Club Prize



- Bonus Rewards are for **ALL** Scouts, at 33% and 35% commission
- 750 Club Prize Ordered online with Keller Prizes
- Turn in 750 Club Prize verification no later than **Friday, April 12<sup>th</sup>** to be eligible
- Additional council prizes will be ready for pick-up from the Kenosha or Milwaukee Scout Service Center **in June**
- **Kernel will be notified when ready**



# Bonus Rewards

## Level 1: Sell \$750

LEGO Creator Mighty Dinosaur  
**OR** an Ultra Mini "PHUSIC"  
Bluetooth Speaker

+Sports Voucher

+\$750 Club Patch



## Level 5: Sell \$7,500

2 Night Stay at the Great  
Wolf Lodge for a Family of  
4  
+ Level 1, 2, 3 & 4



## Level 2: Sell \$1,350

(3) Country Springs Waterpark  
Passes  
+ Level 1



## Level 6: Sell \$12,000

3 Night, 4 Day Trip to  
Legoland in Florida for a  
Family of 4  
+ Level 1, 2, 3, 4 & 5



## Level 3: Sell \$2,500

Prize from Winner's Circle  
+ Level 1 & 2



## Level 7: Sell \$16,000

3 Night, 4 Day Trip to  
Universal Studios in Florida  
for a Family of 4  
+ Level 1, 2, 3, 4 & 5



## Level 4: Sell \$4,500

Milwaukee Brewers Premiere  
Package  
+ Level 1, 2 & 3



# Final Comments

- Check your Kernel Journals and Product Sale webpage for updates
- Take all the flyers you need
- Call us if you need help or have a question
- Use the resources on [www.ThreeHarborsScouting.org/Popcorn](http://www.ThreeHarborsScouting.org/Popcorn)

## 5 Keys to Unit Success

1. Unit Kernel Trained, Organized, and Excited
2. Plan your Unit Program from beginning to end
3. Set a Goal
4. Inspirational and Fun Unit Kickoff for youth and adults
5. Unit incentives that **Every Scout** will enjoy

