

*It Takes a
Team to Achieve Success!*



BOY SCOUTS OF AMERICA
HAWKEYE AREA COUNCIL

In these tough economic times, everyone is looking for a little positivity. For many people, Scouting provides an outlet for families to take part in uplifting activities that revolve around character, citizenship and planning.

2011 has been a year of growth for Scouting and the Hawkeye Area Council. Scouting in eastern Iowa has never been better. Our communities are involved in delivering program opportunities and support. From Washington to Vinton and Belle Plaine to Tipton, boys from all over will be taking part in the 2011 popcorn sale.

This year, thanks to the work of many, the sale provides even more incentive and support to LOCAL packs, troop, teams and crews. We are adding new products like Peanut Butter Cup popcorn while at the same time only increasing the cost of one item (and that is by one dollar!) In looking at the financial world right now, let's compare a gallon of milk, one gallon of gas and Scout popcorn. Which one of these is not going up in price this year? The answer is popcorn!

To even support local units better, we are keeping the return to you the same as in the past! The cost of popcorn product has increased this year, however, the Hawkeye Area Council for 2011 will absorb this cost and not pass it along to the Scout sale. Why do we do a popcorn sale? To teach our youth to "earn their own way" and assist in fiscal education. We are truly preparing them for the future.

2011 successes have already happened, your popcorn sale not only goes to support your local unit but the Hawkeye Area Council has used this funding to: keep camp fees stable, purchase land to bring Camp Wakonda and Waubeek together, increase our maintenance at all facilities to make certain that they will be around for generations, extend Scout Shop hours to 6 p.m. on all weeknights and provide program support with fast response!

Thank you for your support of the popcorn sale, we look forward to partnering with you to allow your unit to deliver a life changing experience!

Travis Christopher
Scout Executive/CEO

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Hawkeye Area Council
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Prepared. For Life.™

Hawkeye Area Council

2011 Popcorn & Battery Sales Leaders Manual

*Fulfilling the
Promise
Funding the
Dream*

Council Website - www.hawkeyebsa.org





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New!

POPCORN CHAIR PRIZE OPPORTUNITY
Sponsored by Interstate Batteries



Because we understand the time and incredible effort you put into your Unit's popcorn sale we thought it would be fun have a drawing just for leaders!

All **Popcorn Chairs** in your unit can qualify to have their name entered in a drawing. **One** person will win a one night stay at a HOTEL and dinner on us. Just a little something to say, "Thanks for serving our Scouts!"



Qualifications Apply:

- Unit must have zero returns
- Units must have all reports turned in on time.

The Drawing will be held in January.

(Make sure to update your Unit Popcorn Chair contacts with Anita.)



Contacts

Council

Bruce Taylor 319-270-1250 bruce@collinsroadtheatres.com

2011 Council Popcorn Chairman

Contact Bruce if you would like him to attend a Unit meeting.



Three Rivers

Don Watson 319-573-9390 dvacs@msn.com
Promotion & Logistics Chair - District Sales Promotion & Warehouse Questions

Brandon Stascak 319-862-0541 brandon.stascak@scouting.org
District Executive

Red Cedar

Keara Wenzel 319-929-8676 keara.wenzel@yahoo.com
Promotions Chair - District Sales Promotion

Scott Sukovich 319-551-8703 sukovich@q.com
Logistics Chair - Warehouse Sort Questions

Dave Wertz 319-862-0541 david.wertz@scouting.org
District Executive

Old Capitol Valley

Doug Alberhasky 319-351-3091 doug@johnsgrocery.com

Promotions & Logistics Chair - District Sales Promotion & Warehouse Questions-
Shelby Colwell 1- 877-HAWKBSA shelby.colwell@scouting.org
District Executive

Trailblazers

Jeremy Rodriquez 319-899-9164 jeremyrod40@gmail.com
Promotions & Logistics Chair - District Sales Promotion & Warehouse

John Myers 319-862-0541 john.myers@scouting.org
District Executive

Staff Council Website - www.hawkeyebsa.org

All questions regarding the sale are welcome. If you have any great ideas or things that have inspired your Unit, please share them too.

Anita Munson 319-862-0541 anita.munson@scouting.org
Pat Warner 319-862-0541 patrick.warner@scouting.org

SALES IN THE HAWKEYE AREA COUNCIL

The Hawkeye Area Council's fall popcorn sale is a very successful sales event that has proven to make unit treasuries come alive with funds necessary to provide a quality program to all members and families. The Council provides a plan and all the tools needed to succeed. We provide high quality products that sell very well and have a customer base built up over several years of sales. The informational dinners provide Unit Sales Chairpersons with all of the details and materials needed for a profitable sale.

SHOW AND SELL METHOD

This method involves selling the product directly. Units place an order at the information dinner and pickup the popcorn & batteries at a District specific warehouse location. After the initial pick up **you may pick up additional product as many times as needed at the Council Service Center.** Scouts sell to friends, relatives, neighbors, etc., and collect and deliver at the time of the sale. The Treasurer collects the money from the Scouts WEEKLY and brings ONE CHECK to the Council Service Center at the end of the sale.

Units who sell by this method generate higher sales totals and are able to benefit from repeat sales.

TAKE ORDER METHOD

This method involves Scouts going to friends, relatives, neighbors, etc., recording their customers' orders on an order form. Upon completion of the sales period, the forms are tallied by the Unit Logistics Chairman and an order is submitted to the Council Service Center. The product is ordered by the Council, and then picked up by the Units at designated warehouse locations. It is then delivered by the Scouts who THEN collect the money. The Unit Sales Chairman collects the money from the Scouts and brings ONE CHECK to the Council Service Center.

Units who sell by this method will not have returns and do not have to manage inventory. Scout sales may not be as high and customers have to wait until December for their product. Scouts will not get customer reorders.

NOTE: Units can do a combination of sale methods. The Council Service Center Staff is here to make this fundraiser easy for your unit. We want to assist you in providing quality service to your customers, fun and exciting learning opportunities for our Scouts, a team building experience for the all family members to participate in and community service opportunities.

NEW PRODUCT NEWS

Gourmet Sampler - Patriotic Eagle Tin

New this year is the product mix of the Gourmet Sampler. Chocolate Covered Cherry (delicious cherry popcorn in rich fudge), Cheesy Ranch, White Cheddar with Black Peppercorn, chocolate covered peanuts, and chocolate covered pretzels.



Classic Trio - Hawkeye Area Council Silver Tin & Wrap

In classic Chicago fashion, featuring savory Wisconsin Cheddar Cheese Corn, buttery mouth-watering Classic Caramel Corn and our slightly salty traditional popcorn.

Perfect for the entire family!

Peanut Butter Cup

Let the flavor of rich peanut butter and luscious white fudge melt in your mouth as you taste our new Peanut Butter Cup popcorn.

Note: White Gold has been replaced as a single tin but it is still available in the Gift Set.

Unit Challenge

Earn a *Fun Filled Day at Camp* for your Unit and each Scout may bring one friend!
(Does not have to be a Scout.)



**How will your Unit earn this great event?
Three simple steps!**

Step 1: Increase your Unit Retail Sales by 10% from 2010.
(Your Unit must have sold in 2010)

Step 2: Have at least 85% of registered Scouts as of September 1 sell.

Step 3: Sell at least 10 Patriot Sponsorships

Event Date is April 21, 2012

Due to the great response we had last year, if the need arises we will be splitting the attendees into two groups; morning and afternoon sessions. Lunch time will be shared.

- ◇ This is a wonderful opportunity for a recruiting event.
- ◇ This is an earned event and is not open to the entire family due to the large number of Scouts attending.
- ◇ Rain or shine
- ◇ Wear closed toed shoes and dress for the weather.
- ◇ Lunch will be provided.
- ◇ This year event will be Saturday, April 21, 2012

***See your Unit's Challenge total sheet in your sales packet.

PECATONICA POPCORN / RURAL ROUTE 1

HISTORY

Rural Route 1 Popcorn got its start in 1983 as a result of an experiment that turned into an opportunity to diversify. Biddick, Inc. (formerly Treley Farms, Inc.) of Livingston, Wisconsin, has been a producer of seed corn since 1906 when the founder, Elmer Biddick made his first sale. Over the years, Treley expanded its production and sales to include oats, winter wheat, barley, grasses, soybeans, alfalfa, cattle and finally popcorn.



In 1983, when the government instituted a program (PIC) whereby farmers could choose to take their farmland out of production for a year and receive a government payment, Treley was looking at a decreased need for their primary product, seed corn. By then, the next two generations of Biddicks were making decisions. It was decided to experiment with popcorn and make use of much of the same processing equipment as for seed corn. Hence, Rural Route 1 Popcorn began with 25 acres. Today, several hundred of the 3000 farmed acres are dedicated to producing gourmet popcorn.

Attention to detail and quality are the key to success of Rural Route 1 Popcorn, which is hand sorted to select the most perfect ears. And, rather than choosing corn hybrids that have the highest yields, varieties are selected based on taste and tenderness. This attention to quality, not quantity, assures excellent taste and delicate tenderness for the ultimate in gourmet popcorn.

In addition to the standard varieties of white and yellow popcorn, Rural Route 1 Popcorn is available in a wide assortment of ready-to-eat flavors.

Popcorn is popped fresh for the Hawkeye Area Council orders.



HAC SALE FACTS:

The Hawkeye Area Council has sold Pecatonica popcorn since 1993.

In 2010 alone, over \$361,000 went into Unit Accounts.

WAREHOUSE INFORMATION

Show and Sell Units -Warehouse Sort/Pick-up:

Thursday, September 22nd

Take Order Units can pick-up their sales packets
at their district warehouse.

Red Cedar @Worley Warehouse 5507 Ely Rd. (not the same as last year)

2 - 5 PM Sort

5-7 PM Pick Up for any Units who have not sorted.

Three Rivers @ Linn County REC

Hwy 13 in Marion

1:00 PM Sort

Old Capitol Valley

3490 Dolphin Dr , Iowa city

5:00 PM Sort

Sorts/Pick-up: **Take Order Units**

Pick-up: Friday, December 9th

Watch the website for Sort Locations, and Pick-Up announcements




The Numbers to Beat!

Hawkeye Area Council Sales Goals

Council Website - www.hawkeyebsa.org

District	Retail Sales
Red Cedar	\$ 480,000
Old Capitol Valley	\$ 360,000
Three Rivers	\$ 255,000
Trailblazers	\$ 5,000
Totals:	\$ 1,100,000


8+ ADDITIONAL PRIZES

1. All Scouts selling **\$1,500 and over** will have their name entered into a drawing for a laptop computer. 
2. The Top **Cub Scout** and Top **Boy Scout** salesman (Retail Sales) in each District will receive a \$100.00 gift card.
3. **The top** salesman in each District that includes 10 or more Battery Packs will earn a \$50 Gift Card.
4. Mystery Prize Experiences-see page 22
5. Unit Event Challenge - see page 17
6. *All Scouts Selling \$1000 or more will be provided Admission to a Special Movie Event.*
7. Scouts selling \$3000 or more will receive a
Limo Ride and an Afternoon at Planet X!
8. All Scouts Selling **\$5,000 or more** will be inducted into the
Ultimate Achievers Hall of Fame
Membership Privileges Include:
 - * **Ultimate Achievers Sweatshirt**
 - * **Name on a Plaque in the Council Service Center**
 - * **Assist in Prize Selection for the 2012 Product Sale**

UNIT INCENTIVES

A form will be available on the Website to apply for this incentive.

To Qualify for Bonus Incentives:

- ◆ Your Unit must have sold popcorn in 2010.
- ◆ And sell more containers/product in 2011 than in 2010. 
- ◆ Your Unit must have had zero returns.
- ◆ Must have met all reporting Deadlines. (Prizes, Unit Summary, etc.)
- ◆ You are then eligible to earn bonus incentives for per capita sales based on your September 1, 2011 youth registration.

You must have sold:

- ◆ 36 containers per registered member - \$100.00 or
- ◆ 44 containers per registered member - \$250.00

(Incentives will be deposited into your Unit Scout Shop Account.)

BONUS PRIZES

Sponsored by Pecatonica Popcorn

BONUS PRIZES

**Sell \$1,800 to \$2,399 and get a
Swiss Gear Tent OR
\$50 Visa Gift Card**



**Sell \$2,400 to \$3,249 and get a
Dre Beats Ear Buds OR
\$100 Visa Gift Card**

**Sell \$3,250 to \$4,999 and get a
Trek MT200 Bike OR
\$250 Visa Gift Card**

**Sell \$5,000 to \$9,999 and get an
Xbox 360 w/Kinect OR
\$400 Visa Gift Card**

**Sell \$10,000 or more and get an
Apple iPad 2 64 GB OR
\$900 Visa Gift Card**

Check the Council Website in January for
pickup availability.

Prizes will be awarded based on Retail sales.

All Bonus, and \$5,000 and \$10,000 Level Prizes
must be picked up at the Council Service Center.

*These are prizes offered in addition to the
General Commercial Prizes*

PRODUCT COSTS

Product	Retail Price	Unit Cost	Unit Profit
Gourmet Sampler	\$50.00	\$34.46	\$15.54
38 Assorted Battery Pack	\$40.00	\$27.60	\$12.40
Classic Trio	\$35.00	\$23.84	\$11.16
Microwave (30 Pack)	\$25.00	\$17.43	\$7.57
Gift Set	\$25.00	\$18.84	\$6.16
24 AA Battery Pack	\$20.00	\$13.80	\$6.20
Patriot	\$16.00	\$10.88	\$5.12
Mud Puddles	\$16.00	\$10.88	\$5.12
Caramel Peanut	\$16.00	\$10.88	\$5.12
Cheddar Cheese	\$16.00	\$10.88	\$5.12
Peanut Butter Cup	\$16.00	\$10.88	\$5.12
Jalapeno Cheese	\$16.00	\$10.88	\$5.12
Microwave (kettle)	\$13.00	\$8.75	\$4.25
Microwave (light)	\$13.00	\$8.75	\$4.25
Microwave (butter)	\$13.00	\$8.75	\$4.25
Cashew Thunder	\$10.00	\$6.90	\$3.10
White Ruby	\$10.00	\$6.74	\$3.26
Yellow	\$10.00	\$6.95	\$3.05

The Council pays for all expenses of the Popcorn Sale including prizes.

**Check out the Tools for
Leaders and Scouts on the web at:
<http://www.hawkeybsa.org/volunteers/popcorn-tools/>**

BUSINESS CARDS

The Council supplies each Scout with Business Cards

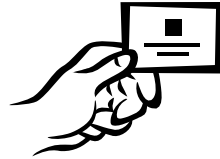
They will be handed out on September 22rd at the warehouse pick-up. If you need more, stop in at the Council Service Center.

If your Unit is selling Take Order, the Scout is

REQUIRED to give a business card with the order.

They are designed to do three important things:

1. Provide a receipt to the customer
 2. Provide reorder opportunities
 3. Provide a contact name and Unit number in case the Scout does not deliver the product.
- Instruct the Scouts to place his first name on the card with his Unit Number.
 - The back of the card has the list of products he is selling. Use this as the receipt of sale.
 - Customers are instructed to call the Council Service Center with the Scouts information and we will contact the Unit Popcorn Leadership.



Why Business Cards:

- *We have received calls from customers who wish to order additional popcorn from the Scout who sold it to them.*
- *Over the last couple of years we have also had issues with Scouts taking orders and sometimes payment but not delivering the popcorn. As part of teaching customer service and responsibility, we feel it is important, as in any sale transaction, that we provide a receipt to each customer.*

MYSTERY EXPERIENCES



Mystery Experiences are a new prize option for Scouts selling \$500 and more. For each \$250 over \$500 sold they will have their name added to a drawing to have a chance to win one of ? (still to be determined) Mystery Experiences.

The first Scout drawn will have his choice. The number of Scouts who will be drawn will be decided by the number of Mystery Experiences we will have available.

As Mystery Experiences are added to the options they will be added to the website. So keep checking back and use it to excite your Scouts to sell.

How can Leaders and Parents Participate?

We ask for your input for additional Experiences that you may have access to. Do you, your Scouting parents, friends, coworkers or families have a



talent, an interesting job or hobby they would like to share with Scouts?

The Guide to Safe Scouting rules must apply to all Experiences.

Please email anita.munson@scouting.org with ideas and contact information and/or use the attached form provided in your information packet.

- Step 1:** Click 'Quick Order' in the menu on the left of your screen. On the lower portion of the form, enter prize quantities and complete all of the required fields to ensure proper shipment. **NOTE: We are unable to ship to a P.O. BOX.** On a rare chance, we do mail some orders out, if you have a PO Box, please include it on the second address line.
- Step 2:** Click 'Submit Order to Council' when you are finished. A pop up box will appear as a double check to ensure you are ready to submit your final order. If you need to edit your order, please see instructions below.
- Step 3:** Upon successful completion you will receive an e-mail verification unless your Internet Service Provider has our system blocked. Please keep your order number for future reference.

Editing Existing Order

Units will not be able to initiate a second order for a unit unless the previous order has been authorized for shipment by the Council Office. Should your Unit have the need to change your order, please follow the instructions below.

- Step 1:** Complete Log In and Password Screen
- Step 2:** Click on "Quick Order". Enter Information for your Unit/Number/District/Popcorn Sales Click "Next"
- Step 3:** If there is an order for Unit/District/Council, you will see the message, "There is already an order for this Unit/District/Council. To edit this order, click "here".
- Step 4:** Change quantities of prizes needed. Click "Submit Changes" Please wait one moment while page refreshes. You will then see a screen stating that your Order has been updated.

If you need assistance with this process, please contact BSA Customer Service via e-mail BSACustomerService@gcc-usa.com, call BSA Customer Service at 888-351-8000, or call your Council office at 319-862-0541.

INTERSTATE BATTERY INFORMATION



Your unit will have the option to participate in the Interstate Battery sales program along with popcorn sales this fall. All battery sales will be credited towards a unit's commission, bonus, and prize incentive programs.

Two levels of Battery Packs: \$20 and \$40 Values

- **Why Sell Batteries?**
 - > Give consumers a second choice when they prefer not to buy a food product.
 - > 70% profit stays local
 - > EVERYONE uses batteries!
 - > The average household uses 25 different battery-operated devices.
 - > Great stocking stuffers!
 - > Packs offered:
 - \$20 24 AA Batteries
 - \$40 38 Assorted Batteries - 24 AA, 8 AAA, 4 9v, 2D
- **Unit Orders**
 - > **Show and Sell Units** will order and check them out just like you do popcorn.
 - > 5% of the combined number of Batteries & Popcorn containers checked-out can be returned. (The goal is zero returns.)
 - > **Take Order Units** will place the order at the same time your popcorn order is due.
- **A Battery Patch** is available to all Scouts who have sold batteries.
 - > The reported number of Scouts selling batteries that is submitted (electronically) to the Council in your Unit Sales Summary can receive a patch.
 - > You can order them at the same time as the Popcorn patch on the prize website.
 - > Patches will be shipped with your prize order.



POPCORN FOR PATRIOTS

Popcorn for Patriots is a community service project to send popcorn to soldiers serving in Afghanistan and Iraq. However, if a customer would like to send a package to a soldier anywhere in the US or overseas we can make it happen. (Overseas shipping requires an APO address)

- Sponsorships are acquired from community members by Scouts during the sale and shipped in January.
- **January 24th** - Scouting units can assist in preparing the boxes for shipping at the Council Service Center.
- Scouting units can prepare cards and notes of encouragement to be included in the box as well.
- A label is affixed to each bag sent with a note and an email address for the soldiers to reply to. These communications are placed on the Hawkeye Area Council website for leaders and Scouts to enjoy. **Council Website - www.hawkeyebsa.org**



This will be the fourth year that we have offered Popcorn for Patriots.

- Over 5,900 packages of popcorn have been shipped since 2008.
- We ship multiple packages to one soldier so that he can share with those he serves with. Thousands of lives have been touched by the kindness of our Scouts and community members.
- Community members, Scouting friends and family may submit soldiers addresses. Please submit addresses by **January 6th** to anita.munson@scouting.org or at the Council Service Center. Addresses in the military change often so please hold off until December or January to turn them in.
- 70% of the sponsorship amount is tax deductible.
- The Council pays for all shipping costs., etc.

Prepared. For Life.™

Prizes will be released by the Council after payment for product is made. Prizes are ready for dispatch approximately **72** hours after the released order is received by Keller Marketing. **Prizes** are shipped to the Unit Leader listed on Keller Marketing Website, via **UPS**.

Instructions for Entering Keller Marketing Prize Website

Step 1: Open your internet browser

Step 2: Go to www.boyscouts-gcc.com Home Page

Step 3: If you registered last year with the same email address, your information has been retained, please proceed to “logging into site”. If you are new to the site, click on Login on the bottom left corner of your screen. **FIRST**; you must “create a profile” and login before any order may be entered.

Step 4: In the central area of the screen, click register here and enter the information requested. Items *asterisked are required.

Enter: 1st: Enter Council ID: 172HAC (as you see it in capital letters) Then click enter

Then fill in the following information:

- a) E-Mail address. Point and click in the next field, or press the Tab key on your keyboard.
- b) Password. Tab.
- c) Confirm Password. Tab.
- d) First Name. Tab.
- e) Last Name. Tab.
- f) Address 1(This is your physical address for UPS delivery). Tab.
- g) Address 2 (If you receive mail at a PO Box, please put that address here). Tab
- h) City. Tab.
- i) State. Tab.
- j) Zip Code. Tab
- k) Telephone number.
- l) Point and click at the down arrow to find your District name in the menu, then point and click on your District's name. Tab.
- m) Point and click at the down arrow to find your Unit Type in the menu, then point and click on your Unit Type. Tab.
- n) Type your Unit Number.
- o) Click REGISTER.
You are now logged in.

Please proceed to “Placing your Order” (Continued next page)

2011 PRIZE PROGRAM

Keller Marketing prizes are available this year. They offer over 50 prize choices designed to MOTIVATE and REWARD your Cub Scouts, Boy Scouts and Venture Crews who sell popcorn and vouchers. The program features quality brand name merchandise:

Swiss Army, Lego, APPLE, Coleman, Nike, etc.

Many items have the BSA Branding

Prizes have proven to be the best motivator.... better than cash and any other type of reward!

- **Prize levels are based on Retail Sales - Combining both Popcorn and Batteries**
- All participants selling \$50.00 of product will receive a specially designed patch.
- All Scout prizes will be ordered on the Keller Marketing website except Bonus Prizes and Top Level Prizes. See page 16 for Bonus Prize information.
- **A Unit Prize Order/Tally Form** is included in the Leader Packet. If you do not have the ability to order prizes on the web you may turn in this order form to the Council and they will be ordered for you.
- **The \$5,000 and \$10,000 Prizes will need to be picked up at the Council Service Center. Certificates will be sent with your order.**

PRIZE ORDER DEADLINE

Unit Leaders should enter their prize orders directly on the Keller Marketing Website. Directions for ordering are on the next page.

The deadline for ordering prizes is **December 18th**. This deadline will assist in ensuring the prizes will be in stock and your Scouts will receive them as soon as possible after your Unit has paid for the popcorn.

ORDERING DETAILS

- If a prize is out of stock, substitutions may be made with an upgrade of equal or greater value in prize level upon consultation of the Council office.
- All orders shipped will include a toll-free telephone number and email address in case you have any questions.
- Packing slips will be included with all orders outlining what is included.
- You will receive an email prize confirmation when your order has been received, then again when the Council has released it to Keller Marketing for processing, and a third time when prizes have been shipped.

HONOR FLIGHT

The WWII Memorial in Washington DC was completed and opened to the public on April 29, 2004. With a completion date nearly six decades after war's end, most WWII Veterans never saw or have been unable to see this memorial built specifically to honor them. Honor Flight is a federal non-profit 501c3 organization staffed by volunteers. It was created solely to honor and pay tribute to all WWII Veterans by providing an unforgettable, safe and rewarding tour of honor to visit their memorial. We transport our WWII Veterans to Washington DC from Cedar Rapids on either Airbus or Boeing 737 class aircraft free of charge. All meals and ground transportation are included. Flights are courtesy of our generous individual and corporate sponsors.

- Over 16 million Americans served
- Over 650,000 were wounded
- Over 400,000 never came home
- Of the 16 million only 10% are left
- We are losing 1,000 WWII Veterans per day



How can Scouts, Parents and Leaders be a part of these historic events?

1. **Most importantly....ask your family - grandfathers, grandmothers, mothers, fathers, uncles, friends, Scouting Leadership and neighbors if they served in WWII. Then strongly encourage them to attend a flight!**
 - Veteran and Guardian Applications will be posted on the Council website or you may contact anita.munson@scouting.org.
2. **Serve at a Flight Orientation** - Scouts can serve as the color guard and assist in serving dinner to the Veterans.
 - *We would like to have Scouts at each of these events!*
3. **Attend the "Welcome Home" return of the Flight.**
 - *We would like to have Scouts at each of these events.*
4. **Provide cards of appreciation** for the Veterans attending the Flight.
5. **Sponsor a Veteran for Honor Flight** - \$550 - Your Scouts could learn about their service record and follow them throughout the process of Honor Flight.



Special Note: If you know of a WWII Veteran and they are unable to make such a trip or you are the relative of a deceased WWII Veteran, please contact us for a very special honor.

SALE SCHEDULE

RETURN TONIGHT

- Show and Sell Popcorn Order
- Battery Order
- Popcorn Chairs Contact Information:



Give us any info you have now. We will use this information to communicate sale information to your Unit.

Provide name, mail and email addresses for your Unit Chairpersons. Include the number of Scouts you believe will sell - Show and Sell or Take Order.

Council Service Center Hours:

Monday-Friday 8:30 to 6:00 Tuesday Nights Until 8:00 pm
& additional Saturday hours during Popcorn Sales - see below.

SEPTEMBER

22 SALE BEGINS - Thursday!

All Units Pick Up Sales Kits @ your District warehouse or
on Friday @ the Council Service Center
Show & Sell Method - Product Pickup





OCTOBER

SELL Pecatonica POPCORN and Interstate BATTERIES!!
Door to Door, At Work, Set Up Booth, Corporate Sales, Etc.



-  **1, 8, 15 Scout Shop Open Saturdays 9-10:30 am**
- 10 Email an update by October 10th**
Unit Contact Information & Report # of Youth Selling to
anita.munson@scouting.org
-  18 Trading Popcorn May Begin - *Tuesday*

SALE SCHEDULE - Continued

NOVEMBER


-  **5 Scout Shop Open Saturday 9-10:30 am**
-  **29 SALE ENDS - Tuesday**
Service Center open until 8:00 pm
- Show and Sell Returns Due (5% Max. - Goal of ZERO)
- Payment is Due for Show & Sell Sales
- Take Orders

DECEMBER

- 5 Electronic Unit/Scout Sales Report & Bonus**
Prize Order, Additional Prize Awards Due
-  **9 Take Order Final Sorting/Pickup - Friday**
- 18 Online Prize Order Deadline - Sunday**
-  **18 Have all products delivered - Sunday**
- 20 Take Order Money Due - Tuesday**



JANUARY

- 6 Solider Address Submission Deadline - Friday**
- 17 Letters to Patriots due at the Council Service Center - Tuesday**
-  **24 Package Popcorn for Patriots - Council Service Center - Tuesday**