

Unit Popcorn Kernel

Position Description

The unit popcorn kernel is responsible for the overall organization and implementation of the unit's popcorn sale. This person ensures promotion, timely processing of unit popcorn & prize orders, popcorn pick-up, and popcorn payment. Duties include:

Attend Council Kick-off to gather popcorn information, materials and ask questions

Develop a Plan

- Establish Show & Sell sites
 - Set-up table at chartering partner after event
 - Schedule sale locations at local businesses
- Set a site area for Take Orders/Show & Delivers such as local neighborhoods.

Stay Informed

- Read our weekly popcorn reminders e-mail
- Visit www.trails-end.com or www.wtacbsa.org/popcron for additional resources

Set Goals

- Determine an overall sales goal for the unit and goal per Scout
- Set weekly goals with rewards like getting to put a pie in a leaders face

Promote & Motivate

- Market to parents with flyers and weekly emails throughout the sale
- Schedule a unit kick-off meeting to distribute popcorn materials and to get your Scouts excited for this sale. A great sale starts with a great Unit kick-off!

Record Keeping

- Organize accurate records for sales, prizes earned and payments due and made by the Scouts in your Unit

Product Organization

- Keep track of placing orders picking up popcorn, distribution of popcorn to Scouts, participate in popcorn swap as needed and return excess popcorn, if necessary, for your Unit.

Scout Incentives

- Work with Scouts to choose a prize level goal, order prizes and distribute rewards upon delivery

Recruitment

- Seek adult volunteers as needed.
 - Suggested helpers: Kick-off chair, Popcorn Distribution Team, Prize Distribution Chair, Treasure. Many Hands make light work!

Have Fun!