

2020 POPCORN SALE LEADER GUIDE



WEST TENNESSEE AREA COUNCIL, BSA

in partnership with

CAMP MASTERS
GOURMET POPCORN

WE'RE IN THIS TOGETHER

2020 is an unprecedented year in the lives of our Scouting families. As we look ahead, the most important goal is keeping everyone safe and healthy at all times.

This year's popcorn sale will look and feel different for many of us. But your Council and CAMP MASTERS are dedicated to supporting you every step of the way. We are continually evaluating the current environment and recommendations with the best interests of everyone in mind. As the popcorn sale nears, we ask that you reach out to your Council regarding best practices and local safety guidelines.

As our Country takes the beginning steps towards recovery, we must continue moving forward as well. We need a united mindset focused on adaptability and resilience to keep the popcorn sale a vital part of funding your Scouting program in the coming year.

We hope this guidebook provides a step-by-step approach to setting your Unit up for popcorn sale success.

In 2020, CAMP MASTERS is providing all Councils and Units with new training and marketing resources. Some information on these resources is included in this guide. And you'll gain access to others over the coming months leading up to the sale.

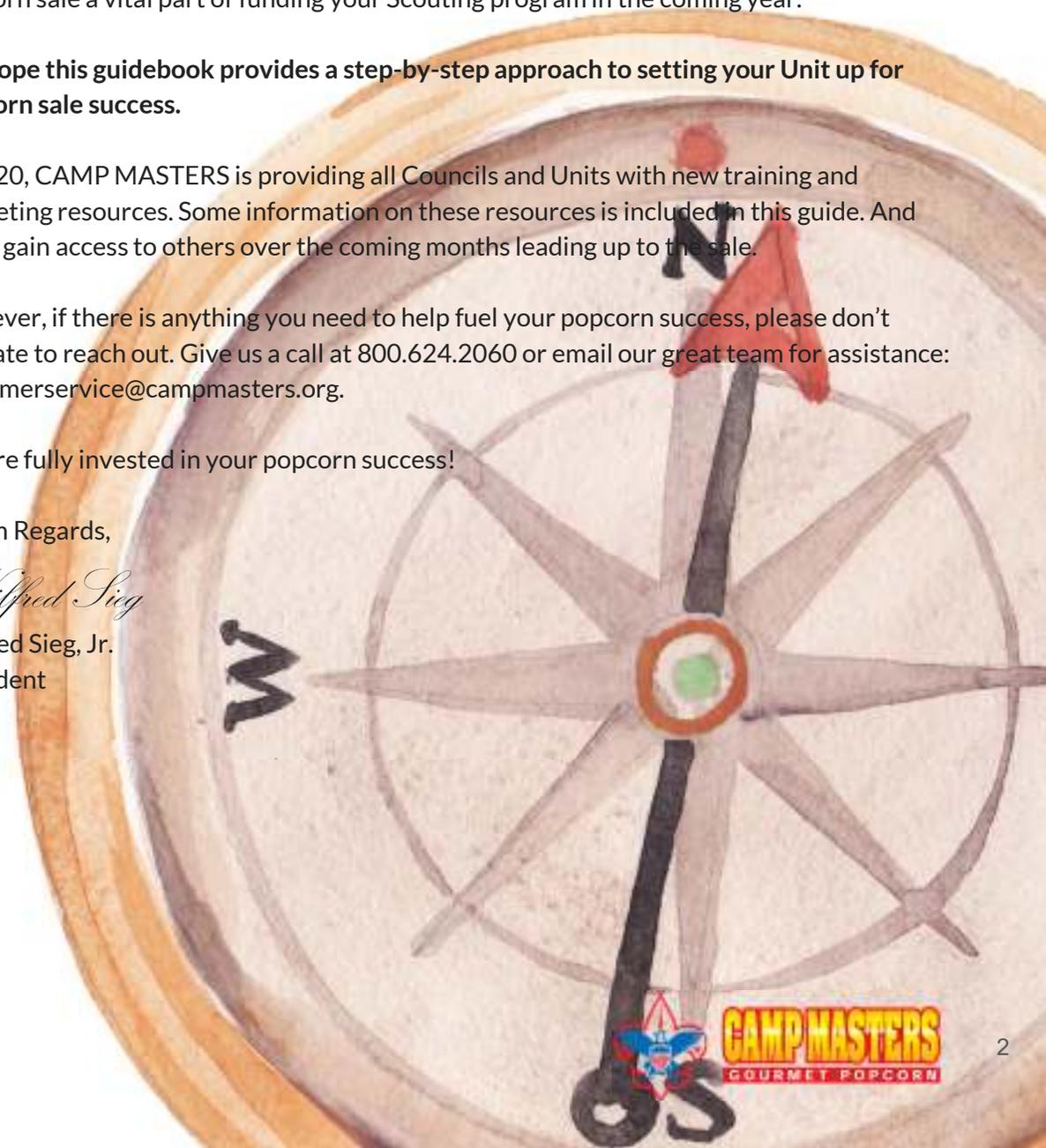
However, if there is anything you need to help fuel your popcorn success, please don't hesitate to reach out. Give us a call at 800.624.2060 or email our great team for assistance: customerservice@campmasters.org.

We are fully invested in your popcorn success!

Warm Regards,

Wilfred Sieg

Wilfred Sieg, Jr.
President



CONTENTS & CALENDER

Letter from CAMP MASTERS	2
Popcorn Dates	3
Welcome to 2020 Popcorn Sale	4
Learn With Popcorn	5
Product Selection	6
Leading Your Unit	7
Kernel Check-list	8
How Much Popcorn to Sell	9
Annual Program Planner	10
Commission & Prizes	11
Register Your Scouts	12-15
Storefront Recruiting	16
Popcorn Policies	17
Covid-19 Guidelines	18
Your Popcorn Kick-off	19
Camp Masters App	20
Accepting Credit Cards	21
Taking Orders on the GO	22-23
Forms	24-26

Important Popcorn Date:		
<u>Date</u>	<u>Time</u>	<u>Event or Deadline</u>
July	6:30 PM	COUNCIL POPCORN KICK-OFF
Sept. 1	Before 5 PM	SHOW & SELL ORDER DUE (Submit Online)
Sept. 24	2 - 6 PM	SHOW & SELL PRODUCT PICK-UP
Nov. 3	Before 5 PM	SHOW & SELL PRODUCT RETURN (Full Cases Only) UNIT SHOW & SELL PAYMENT DUE TAKE ORDER DUE UNIT PRIZE ORDER DUE
Nov. 19	2 - 6 PM	TAKE ORDER PRODUCT PICK-UP
Dec. 4	Before 5 PM	UNIT BALANCE DUE (Pay with one Unit Check) Last Day for any prize orders not submitted

Welcome to 2020 Popcorn Sale

Thank you for participating in the popcorn sale. Building a strong annual program is essential to keeping your Scouts active and interested in the Scouting program. Funding your program is equally important, as Scouts benefit from paying their own way.

In this packet you will find all the Council key dates, contacts, forms and planning tips you will need to conduct a successful popcorn sale.

It is the intent of the Executive Board of the West Tennessee Council to ensure a Council supported fundraiser to provide Units a safe, effective product sale to aid them in their efforts to raise the funds needed to conduct a quality annual program.

NEW and IMPROVED for 2020

New Popcorn Company CampMasters
More products available at lower prices
Free Shipping on ALL online orders
\$650 Bonus Prize & \$3,000 High Achiever Bonus Prize

I hope you'll use this guidebook as a step-by-step manual for planning, executing and enjoying the rewards of a successful popcorn sale. After all, I know that the most important part of the popcorn sale is what it allows your Unit to do!

If you have any questions, contact the appropriate group here:

Central District	Derrick Stingley	414-507-5793	Derrick.Stingley@Scouting.org
TN River District	John Mayros	731-707-3828	John.Mayros@Scouting.org
Western District	Jim Drake	901-355-3659	Jim.Drake@Scouting.org
Popcorn Specialist	Susan Gall	731-668-3787	Susan.Gall@Scouting.org
Staff Advisor	Natalie McMasters	731-668-3787	Natalie.McMasters@scouting.org

Sincerely,

Natalie McMasters

Natalie McMasters

Asst. Scout Executive, COO

West Tennessee Area Council, BSA



LEARN WITH POPCORN

You've likely heard many times that *"it's not about selling popcorn, it's supporting Scouting."* But what does this mean? And how does it impact each individual Scout?

Scouting is here to help children become ethical adults that make good decisions. And popcorn serves an important role in this mentorship. It's a learning activity, just like any other, designed to build important skills towards this goal. Specifically:

Association with Adults

Kids are sometimes shy or fearful around adults, even ones they know. For most, this doesn't resolve itself as they age. They gain the opportunity for exposure and practice communicating with adults by participating in the popcorn sale. They build the confidence that will make future things like college essays, job interviews and talking to their boss so much easier. It sounds like a simple interaction, but it's a way for them to overcome a tough barrier and learn how to navigate an adult-run world.

Salesmanship and Entrepreneurship

Learning to set and reach goals through action helps Scouts develop important business skills. They learn how to best represent themselves and persuade others. In the future, they can use these tools to gain funding for a revolutionary business idea or be a strong team leader within their organization.

Grow and Sustain Scouting

Scouting is not just an activity, but also a future career path. The mission of the organization needs strong leaders to carry the mentorship and impact forward into future generations. Everything they learn by participating prepares them to teach others what they know in Scouting or whatever future career they choose. Popcorn also brings Scouting to the attention of many others who may not be familiar with all that Scouting has to offer.

Fund Membership and Activities

And of course, popcorn funds all the amazing activities in their Scouting program.



2020 PRODUCT SELECTIONS

Show & Sale Product List

3 Way Cheese	\$35
22 pack Movie Theater Butter	\$25
Supreme Carmel Crunch	\$25
Cinnamon Crunch	\$20
14 Roasted Summer Corn	\$15
12 Sweet & Salty Kettle	\$15
White Cheddar	\$15
Sea Salt	\$15
Carmel Corn	\$10

Warehouse Location

Central Distributors
1876 Lager Ln
Jackson, TN

To pick up your popcorn, follow these vehicle recommendations:

- Midsize car holds about 20 cases
- Luxury sized car holds about 40 cases
- Minivan holds about 60 cases
- Large SUV holds about 70 cases
- Large Pickup bed holds over 70 cases
- Rental Truck holds over 100 cases

Take Order Product

OVER 70% OF EACH DOLLAR GOES TO LOCAL SCOUTING

ALL PRODUCTS TRANS FAT FREE and NON-GMO POPCORN
 *Contains Artificially Flavored & Artificially Colored *Freezer Light / Low Calorie

Thank you for supporting Scouting



LEADING YOUR UNIT

The Popcorn Kernel oversees operations of the Unit's popcorn sale. This is an important leadership role within the Unit. The PK ensures distribution, promotion, reporting and payments for Unit's entire sale period. They also work closely with their Unit committees and District Popcorn Kernel.

The best part is leading their #PopcornSquad in the Unit's goals for the sale. This includes:

- ★ Encouraging Scouts to Earn Their Way
- ★ Developing the Overall Sale Strategy for the Unit
- ★ Establishing Relationships with Community Businesses
- ★ Helping Parents Support Their Scout
- ★ Guiding the Unit's Progress to Their Sales Goal
- ★ Gathering and Distributing Important Information
- ★ Running Logistics for Product and Sales Earnings
- ★ Rewarding Scout Efforts with Great Prizes
- ★ and Hosting an EPIC Unit Kick-Off Celebration

Your #PopcornSquad includes (based on your Unit and District Size):

- ★ District Popcorn Kernel - Your right-hand in all things popcorn
- ★ Unit Committee Members - Helping you develop the plans and budgets
- ★ Assistant Popcorn Kernel - Your left-hand in all things popcorn
- ★ Kickoff Kernel - Your party planning partner
- ★ Show-N-Sell Kernel - Your logistics coordinator (preferably with a truck!)
- ★ Pickup Kernel - Your warehouse watchdog for product inventory
- ★ Prize Kernel - Your fun-lovin' prize patrol buddy
- ★ Communications Kernel - Your social media / email master spreading popcorn love

As exciting as these position titles are, people tend to more receptive when asked to execute a specific task, not just serve a role in the popcorn sale. **When asking for help, be sure to say what you specifically NEED help with and how much time you think it will take them.**

For example, instead of: Hey Sarah, will you volunteer as Kickoff Kernel this year?
Ask: Hey Sarah, your creativity and crafting skills are top notch. Would you help me with decorations and games for the Popcorn Kickoff? I'm thinking it will take us about 3 hours in planning and decorating day of, plus whatever time you'd estimate for creating them.



KERNEL CHECKLIST

My #PopcornSquad

District Kernel

Phone
Email

Assistant Kernel

Phone
Email

Kickoff Kernel

Phone
Email

Show-N-Sell Kernel

Phone
Email

Pickup Kernel

Phone
Email

Prize Kernel

Phone
Email

Communications Kernel

Phone
Email

- Attend Popcorn Trainings
- Plan Annual Scout Program (w/ Unit Committee)
- Review Commission Structure & Prizes
- Determine Additional Unit Prizes
- Set Budget for Program
- Recruit Your #PopcornSquad
- Update Scout Roster (w/ Membership Chair)
- Direct Scouts to Self-Register or Update Bio
- Determine Per-Scout Fundraising Goal
- Secure Storefronts (as / where possible)
- Create Unit Timeline for Popcorn Sale
- Establish Guidelines for Popcorn Pickup / Returns & Money
- Confirm Show-N-Sell Locations & Times
- Prepare / Update COVID-19 Guidelines
- Place Unit Popcorn Order
- Host Unit Kickoff Meeting
- Prepare and Distribute Handouts
- Share Tips & Ideas for Selling Popcorn
- Provide Selling Incentives & Games for Scouts
- Coordinate Pick-Up / Drop-Offs at District Warehouse
- Encourage Scout & Parent Participation
- Share Selling & Marketing Strategies
- Help Scouts Share Their Online Selling Link
- Place Final Popcorn Order
- Order and Distribute Prizes
- Remit Product Payments to Council
- Contact District Kernel as Needed for Assistance
- Celebrate!



HOW MUCH POPCORN TO SELL

The mission behind the Unit program planning philosophy is to help Scouting Units fulfill young people's need for adventure and deliver on this promise. Units that operate under an annual program plan, that young people help construct, are proven to be more successful and make a more profound impact on the lives of their members. We promise young people the most exciting adventures they can imagine, and we had better be prepared to make it happen. How do you get buy-in and commitment from your Unit's families when it comes to annual programming and fundraising needs? Your answer to this question is the key factor to the level of success your Scouting program will enjoy.

Brainstorming Ideas to Get You Started - The unit might plan and fund some of the following:

Program Ideas:

Summer Camp	Pinewood Derby
Registrations & Life Magazine	Unit Equipment
Cub Scout Council Events	Patrol/Den Activities
Meeting Supplies/Awards & Recognitions	Uniforms/Personal Camping Equipment
Monthly Unit Activities	Assistance for Low-income Scout Families
Den/Patrol Expenses/Training Courses	

Once there are several ideas under consideration, filter them to allow the most realistic ones to surface. Be cautious not to discount Scouts ideas. Do provide them with enough information to decide which are most important in creating their best program year.

Next, add key dates to a unit calendar that will be shared with Scouts and parents. Be sure to account for vacations, holidays and other school functions.

You now know what you're doing and when. It's time to budget! You can use the planner to help you organize activities and determine your fundraising goal.

Scouting teaches Scouts to earn their way. And an organized popcorn sale helps them learn to plan and meet their goals. Studies show your Scouting families appreciate a well-planned sale that helps them coordinate it within their already busy lives.

Show them how the Unit and Scout sales fund the planned activities within the program. Present them with a clear fundraising goal. And offer an approach that allows them to achieve their goal.

A little time spent organizing now, means more participation and success in the fall!



COMMISSIONS & PRIZES

Up to 35% in Unit Commissions Available

(Plus an average of 5% in prizes and incentives are given to Units)

Base Unit Commissions start at 28% and can go as high as 35%

BONUS commissions are available to Units that Plan & Grow:

1% BONUS - Scouts Honor Bonus:

- Submit Unit orders online by due date
- Return Show and Sell Items (full cases only) by Nov. 3rd
- Host a Kick-off and set a Unit and Scout Sales Goal

2% BONUS - Must have a minimum of 15 transactions online.

4% BONUS - 15/15 Bonus: (must hit at least 2)

- Sell 15% more popcorn than 2019 (must sell \$1,000 to qualify)
- Sell \$15,000
- Return 15% or less of Show and Sell order (\$ amount)
- Have a minimum of 25 Scouts sell 15 items (or a min. of 375 items sold)

-Units must meet all deadlines to qualify for bonus commissions.

-Bonus commissions will be credited after Nov. 15th and will be applied to the entire sale.

-All online Sales will receive 30% commission.



Bonus \$650 Club Prize



Point & Shoot to fly drone

IN ADDITION to these incentives, CAMP MASTERS offers High Achiever Prizes to recognize Scouts Popcorn Sale efforts.



SELL \$400+ ONLINE
GET A \$10 AMAZON
GIFT CARD



SELL \$3000+ TOTAL
GET 5% BACK ON A
VISA DEBIT CARD

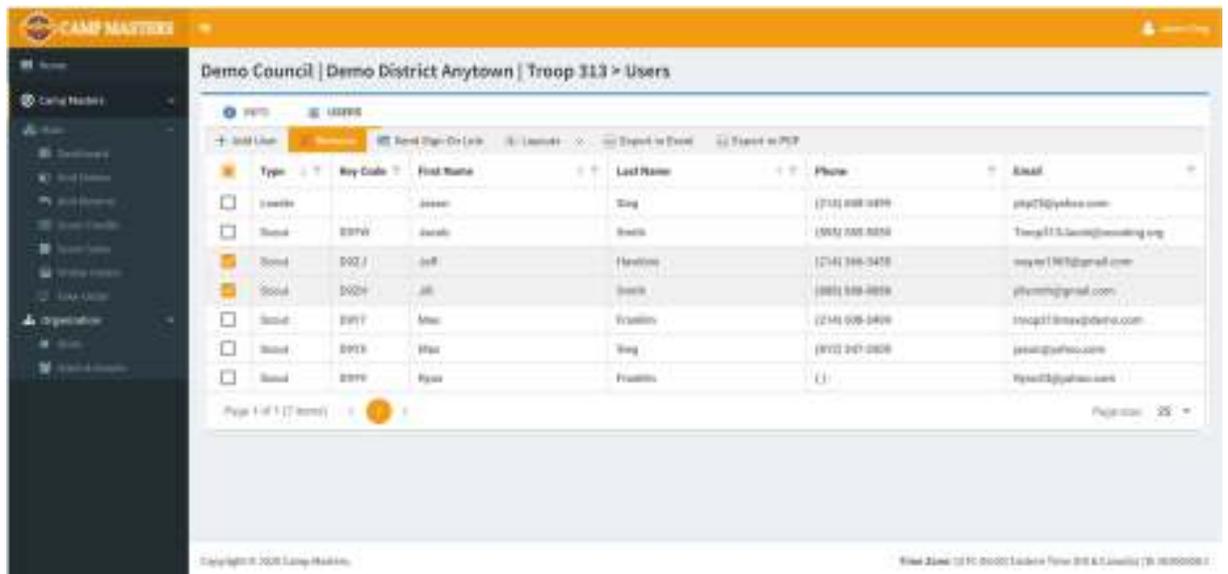


OR THIS CAMPER PKG
Tent, Grilling set, Hammock, Cooler
Chair Backpack, Camp Stove,
Bluetooth Speaker & Lantern

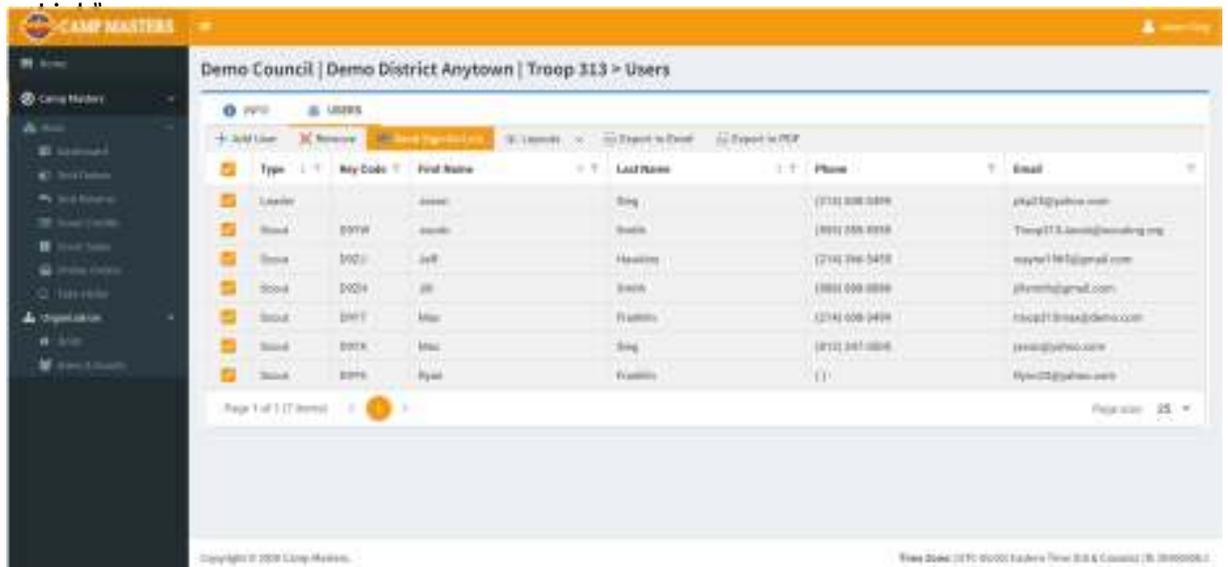


REGISTER YOUR SCOUTS

Step Two: Remove any Scouts no longer in your Unit by clicking the box to the left of their name(s). And then selecting “Remove” from the menu above.



Step Three: For the remaining Scouts, make sure their contact information is correct. Then select them by clicking the box to the left of their names. And then select “Send Sign-On

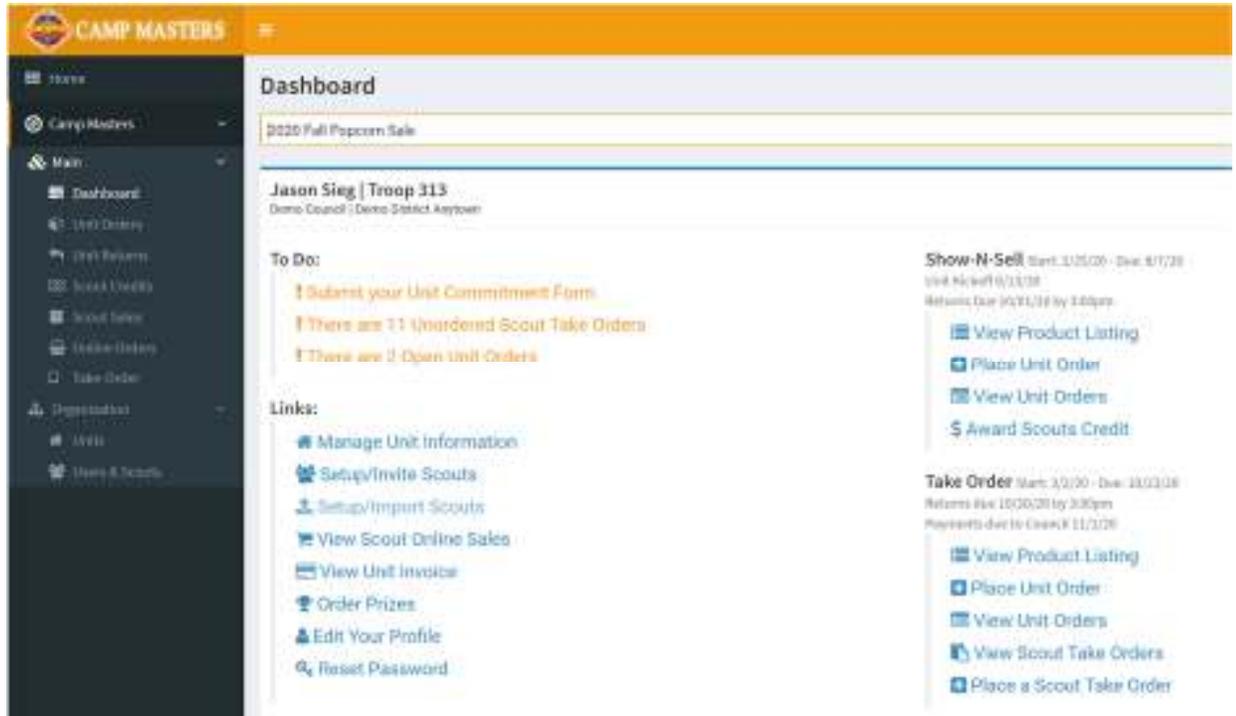


This will email each of the Scouts their unique CAMP MASTERS link so they can access the system without having to login. This makes taking orders and payments much easier.



REGISTER YOUR SCOUTS

Step Four: For new Scouts, select the “Setup / Import Scouts” option from the dashboard.



CAMP MASTERS

Dashboard

2020 Fall Popcorn Sale

Jason Sieg | Troop 313
Demo Council | Demo District | Anytown

To Do:

- Submit your Unit Commitment Form
- There are 11 Unordered Scout Take Orders
- There are 0 Open Unit Orders

Links:

- Manage Unit Information
- Setup/Invite Scouts
- Setup/Import Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes
- Edit Your Profile
- Reset Password

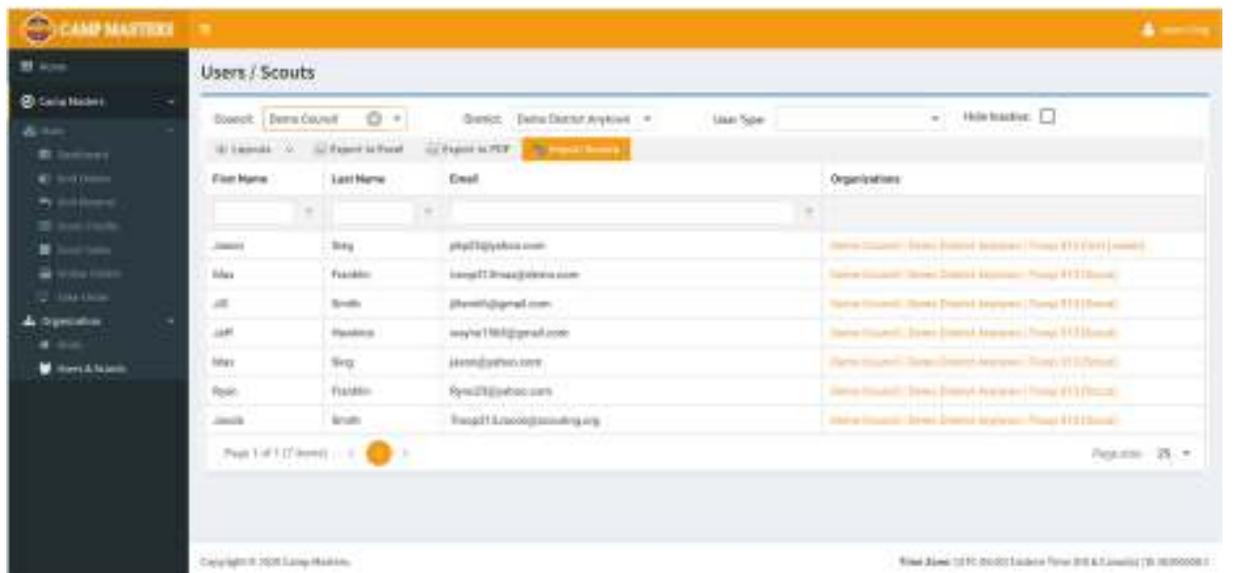
Show-N-Sell Start: 11/25/20 - End: 8/1/21
View Night 9/13/20
Returns Due 10/21/20 by 11:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 3/3/20 - End: 10/31/20
Returns Due 10/30/20 by 3:00pm
Payments due to Clerk 11/1/20

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

Step Five: Click the “Import Scouts” button and upload your Excel spreadsheet.



CAMP MASTERS

Users / Scouts

Council: Demo Council | District: Demo District | Anytown | User Type: | Hide Header:

Export to CSV | Export to PDF | **Import Scouts**

First Name	Last Name	Email	Organizations
Jason	Sieg	jsieg@jyskva.com	Demo Council Demo District Anytown Troop 313 (Sieg) Jason
Max	Franklin	maxf@jyskva.com	Demo Council Demo District Anytown Troop 313 (Sieg)
Jill	Smith	jillsmith@gmail.com	Demo Council Demo District Anytown Troop 313 (Sieg)
Jill	Henderson	weyher196@gmail.com	Demo Council Demo District Anytown Troop 313 (Sieg)
Max	Sieg	jsieg@jyskva.com	Demo Council Demo District Anytown Troop 313 (Sieg)
Ryan	Franklin	ryanf@jyskva.com	Demo Council Demo District Anytown Troop 313 (Sieg)
Janet	Smith	Troop313@scouting.org	Demo Council Demo District Anytown Troop 313 (Sieg)

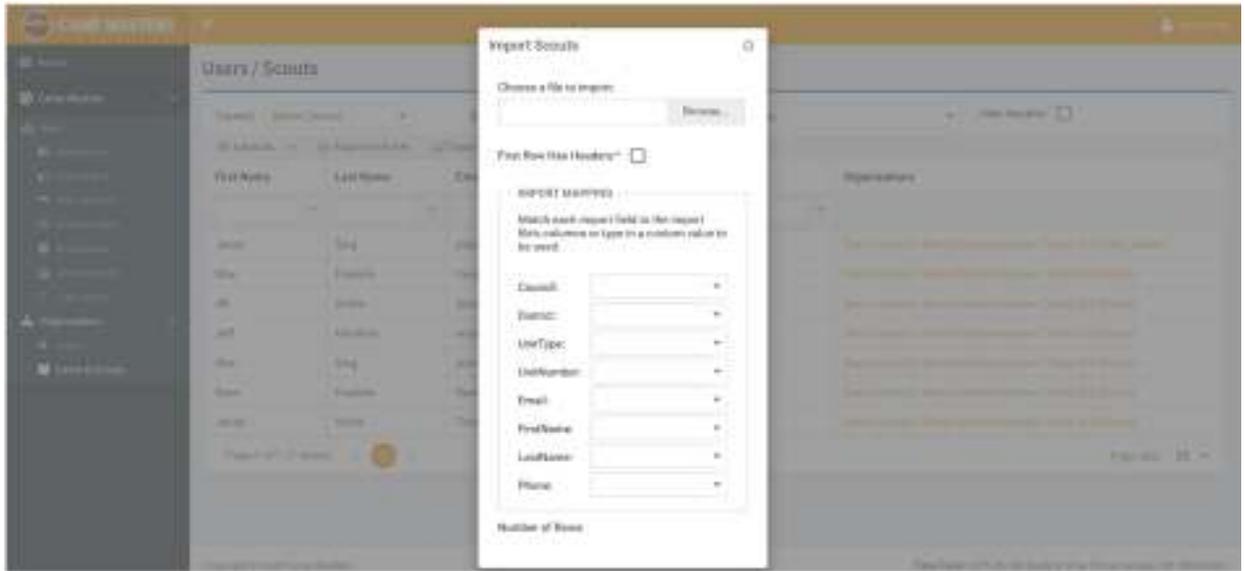
Page 1 of 1 (7 items) | Page size: 25

Copyright © 2020 CampMasters. View Item 1270 20201 Leaders View 2020 & Local 1270 20200081

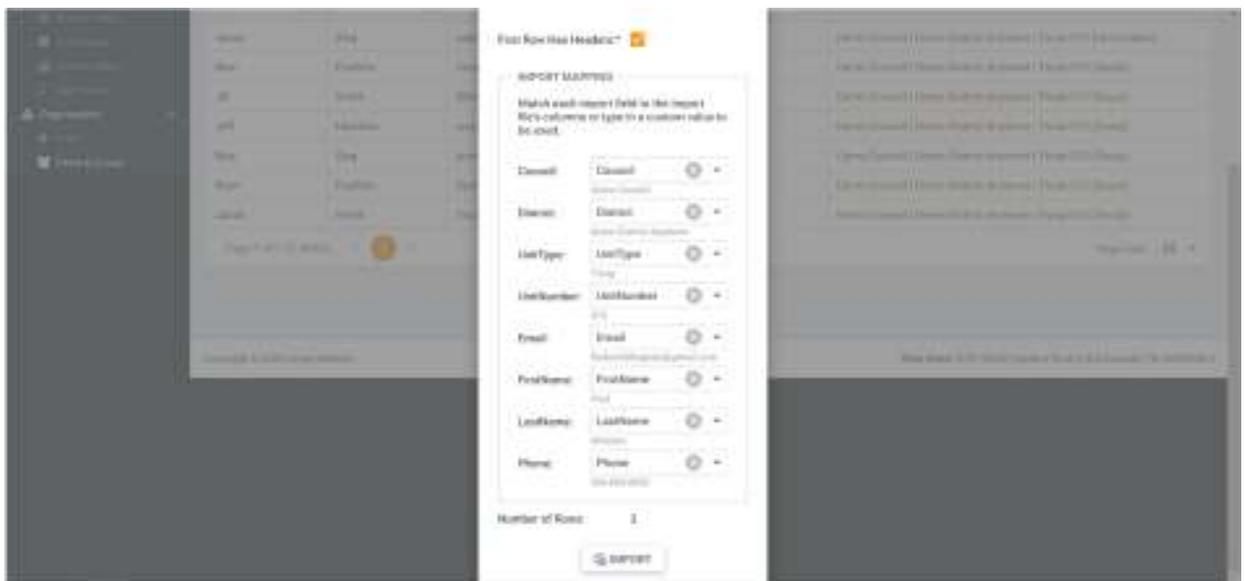


REGISTER YOUR SCOUTS

Step Six: Select your file and complete the field matches to the spreadsheet columns below. If your sheet has headers, be sure to select the “First Row Has Headers” box.



You'll see a data preview as you assign each field for import. Once complete, click “Import”.



You'll see a green success box once imported.

✔ Import Succeeded - Download and review the import file for details. [Click here to download the import results file.](#)

If you get an error, check your spreadsheet rows again carefully for typos.



STOREFRONT RECRUITING

You can never start too early in securing storefronts. Of course, it's going to be a bit different this year. And that means adapting your approach. Here are some of the best tips to help you do just that:

- Grocery stores and home improvement stores are both essential businesses. But they are receiving policies and procedures for Coronavirus from corporate. Make sure you approach the store/company Manager with this in mind. Do some research and find out the policies in place so you can adapt your approach and relate how Show-N-Sell will meet these guidelines.
- Right now, resources are tapped thin in these stores. Consider sending an email or leaving a message for the Manager to call you back. The reality is, you're not going to be their first priority right now. After a few attempts, and still no response, only then try going in person.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.
- Use the COVID-19 recommendations in this guide to help the Manager/Owner understand that above all else, safety comes first. This will help ease their mind while it is still uncertain what the fall recommendations will be.

SAMPLE EMAIL / SCRIPT

Hello [NAME],

This is [YOUR NAME] from Scout Unit [Unit #]. Our Scouts are holding our annual popcorn fundraiser this year. The funds raised supports their ability to participate in our local Scouting program.

Due to the coronavirus, it's going to look a lot different this year. However, with everyone's safety guidelines in mind, I wanted to reach out regarding hosting a Show-N-Sell at {STORE NAME} in [MONTH].

Much can change between now and then, so I'm not looking for a definite answer today. What I'd like to do is confirm you'd consider it and then reach back out for a yes or no as the date draws closer.

Can I reach back out in [A Week]?



POPCORN POLICIES

- Show & Sell Unit orders are due online at the CampMasters website CampMasters.org, (to qualify for bonus commission), or in paper version no later than **Friday, Sept. 1st**.
- Show & Sell orders must be placed in full cases, no individual containers may be ordered.
- There will be additional Show & Sell popcorn product available at the Scout Service Center and from your DE. This product will be available on a first-come, first-serve basis while supplies last.
- **Remaining Show & Sell product may be returned in FULL CASES ONLY for credit before or on Friday, Nov. 3rd, before 5 PM at the Scout Service Center.** The Unit cannot return any product after Nov 3rd.
- Take Order Unit orders are due online at the CampMasters website CampMasters.org (To qualify for bonus commission), or in paper version no later than **Friday, Nov. 3rd**.
- Consider setting your own unit's turn-in date on or before October 26th. You will need to collect Take Order forms, any Show & Sale popcorn still out and prize forms from your Scouts.
- Double check your order prior to submitting. Popcorn products ordered in the Take Order phase **CANNOT BE RETURNED**.
- Orders for additional product received after the Nov. 3rd deadline **cannot be guaranteed**. Additional product may be available on a first-come basis while supplies last.
- Units should use the remaining balance of their Show & Sell order to fill their Take Order, thereby reducing the amount needed to order for Take Order.
Example: You have 1 case of popping corn left from Show & Sell and need 2 cases for Take Order. Order only 1 case of popping corn when you place your Take Order and use the 1 case leftover from the Show & Sell.



COVID-19 GUIDELINES

We are dedicated to the safety of our Leaders, Scouts, Families & customers. As we prepare for the popcorn sale, it's important that everyone operate in accordance with any restrictions outlined by our state and local health department or other state and local authorities.

When it comes to the products, Camp Masters has implemented numerous safety protocols at their production, warehouse and fulfillment centers. This measure includes many of the guidelines recommended below. And we continue to evaluate the current environment in our local area.

Show & Sells are an exciting time for your Scouts. All the energy and enthusiasm of representing their Unit within the community. CAMP MASTERS is offering the following guidelines to keep everyone safe this fall. These will be updated when necessary.

RECOMMENDED SHOW-N-SELL GUIDELINES

- Reiterate before the event anyone exposed to Coronavirus should find an alternate person to take their place at the sale or contact the Popcorn Kernel.
- Take everyone's temperature before and/or at arrival to the store.
- Everyone should wear masks and gloves to minimize the spread of germs. [Watch this video to see how quickly they can spread.](#)
- No more than 3 kids and 2 adults should be at any single selling location.
- Always wash your hands minimum of 20 seconds. (Refer back to the germ video).
- Use hand sanitizer regularly, especially after customer transactions.
- Clean surfaces frequently with a disinfectant wipe or hand sanitizer.
- Assign one individual to handle all money transactions. And one to handle all popcorn.
- Use Signs to help inform customers you're fundraising and provide directions for safe interactions between Scouts and customers.
- Do not shake hands with customers and maintain social distance to them as well as any other booth participants.
- Do not have open food or drinks in the area. Do not share drinks, cups or utensils. There is high potential for spread of the virus to these items.
- If you have to sneeze or cough do it away from the booth and other people. Remember to sneeze or cough into your elbow.
- When possible, avoid engaging with anyone exhibiting symptoms.



YOUR POPCORN KICKOFF

A great popcorn sale starts with a great popcorn kickoff! Follow these simple steps to start your popcorn sale with a BANG and motivate your Scouts, parents and other volunteers.

1. **Set the Agenda.** Think of things that are fun and fast-paced. This helps build energy and excitement for the popcorn sale. Scouts will leave ready to earn their way selling delicious popcorn!
2. **Ask for Help.** Enlist others to help you pull off a fun and exciting popcorn kickoff! No need to try and take it all on yourself.
3. **Know Your WHY.** Share the exciting Scouting Program that this fundraiser will support. Talk about the activities and what the Scouts will experience. And reiterate that it can all be paid for by POPCORN!
4. **Review the Forms.** Show Scouts the forms they'll be using in detail so they understand how to use them to promote the products and capture orders.
5. **Build their Profile.** Have each Scout register or update their profile at CAMPMASTERS.org.
6. **Ready to Sell!** Add CAMP MASTERS to their phones.
7. **Sharing is Caring.** Explain how they can share their CAMP MASTERS profile link with friends, family and through social media.
8. **Cover What's Critical.** Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
9. **Focus on the Goal.** Motivate Scouts to take on the Unit Scout goal and to pick an awesome prize as part of their goal!
10. **Create a Memory.** End the night with a fun and memorable event. Scouts love to be part of the action. And they always love a good pie to the face of their Unit Leader!



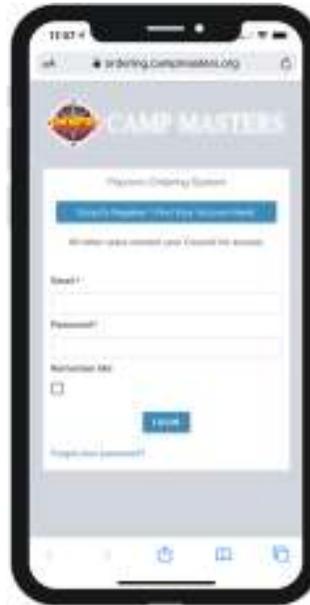
CAMP MASTERS APP

SCOUTS, PARENTS & LEADERS

Follow these instructions to easily create a CAMP MASTERS app icon on your smartphone.



Open Safari
Chrome on Android

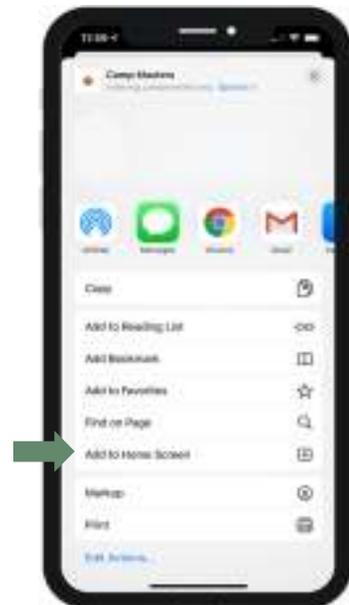


Go to
ordering.campmasters.com/Account/Login



Enter your login and click
"Remember Me" then Login

Once on your dashboard, click the
menu button (circled icon above)
(3 dots in upper right on Android)



Select "Add to
Home Screen"



Then click "Add"



Ready to sell? Click the icon!



HOW THE SALE WORKS

SHOW & SALE	Involves coordinating selling booths in high foot traffic locations throughout your community. Sell product in front of a store, after a church service, at a community event, etc. OR Use the Take-Order form and immediately fill the order with product from your car. Door to Door!
TAKE ORDER	Use the Take-Order form to get orders from local family, friends, and parent's co-workers. Product will be available after Nov. 19th for delivery to the consumer.
ONLINE SALES	Online sales are easier than ever for you to sell to out-of-town friends and family. Scouts set-up their online account on the campmasters.org website, then share their fundraising page via email, social media or text message. Customers pay online and the product ships directly to them for FREE. Unit's have no involvement in the ordering or shipping process.

ACCEPTING CREDIT CARDS

CAMP MASTERS has partnered with PayAnywhere to provide accounts and free readers to all Units. Just go to: payanywhere.com/campmasters

- **FREE app and FREE card readers**
- **Multiple device and multiple user ready**
- **No hidden fees....No monthly minimum fees, no setup fees, and no cancellation fees**
- **2.69% per swipe transaction fee; 3.49% + \$0.19 for keyed transactions**
- **Transaction fees removed from deposits automatically**
- **Funds within 24 hours of processed transactions**
- **Free Merchant Portal for detailed account activity and business intelligence reporting**
- **Create versatile item library with multiple products and prices or input charges directly.**
- **Safe and secure with immediate data encryption and PCI compliant and certified**
- **Live Customer Support via Phone and Chat**
- **www.campmasters.org/pay-anywhere**



TAKE ORDERS ON THE GO

SCOUTS, PARENTS & LEADERS

Follow these instructions to easily take orders and payment on your smartphone.



Return to your home screen and open the PayAnywhere app.



Enter the total charge.



Insert or swipe the credit card depending on your reader type..



Offer the customer a SMS text or email receipt.



When you receive payment confirmation, return to CAMP MASTERS window.



Mark as paid and then tap the "Place Order" button.



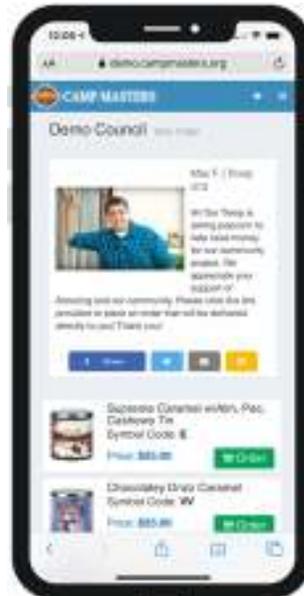
TAKE ORDERS ON THE GO

SCOUTS, PARENTS & LEADERS

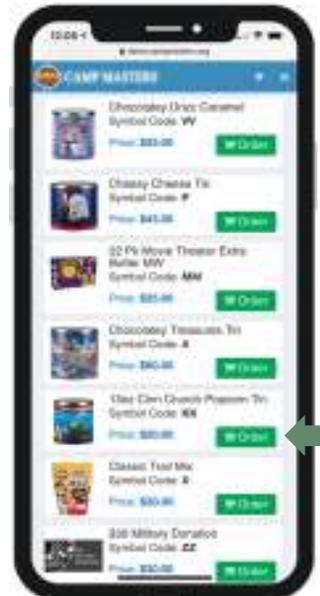
Follow these instructions to easily take orders and payment on your smartphone.



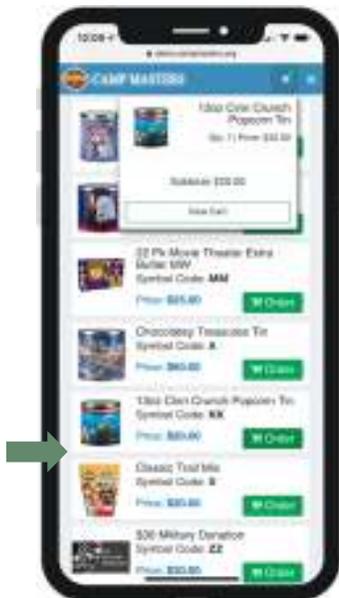
Click "Place a Take Order" from the dashboard



This will take you to the products page.



Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart.



A confirmation window will appear. You can either go to cart or continue adding items.



In the cart, you can change the quantity of the product if needed.



Complete the customer information.



TAKE ORDER SALE FORM

Due To Council Office by November 3, 2020 by 5:00 pm

On Tuesday, November 3, 2020 the following should be given or returned to West TN Area Council:

1. Any unsold Show & Sell popcorn (only full cases can be returned-They can be open)
2. Payment for the Show & Sell popcorn sold
3. Order for your Units Take Order popcorn (to be picked up on Nov. 19, 2020)
4. Take Order popcorn can be order by the container
4. Unit Prize Orders Due

Order all product and prizes at www.campmasters.org

Pack#: _____ Troop#: _____ Crew#: _____

Popcorn Kernel _____

Contact Number _____ Email Address: _____

Signature: _____ Date: _____

NO ORDERS WILL BE ACCEPTED AFTER NOV. 3rd

Product	Product needed to fulfill all order forms tally from Scouts forms		Final inventory from Show & Sale (transfer tally inventory)		# of containers you need to order on www.campmasters.org
Military Donation \$50		-	0	=	
Military Donation \$30		-	0	=	
Choc. Treasure Tin \$60		-	0	=	
Premium Tin \$45		-	0	=	
3-way Cheesy Cheese Tin \$35		-		=	
Supreme Carmel w/nuts Tin \$25		-		=	
22-Pack Movie Theater Microwave \$ 25		-		=	
Choc. Drizzled Carmel Tin \$25		-	0	=	
Trail Mix \$20			0	=	
Cinnamon Crunch Tin \$20		-		=	
14-Roasted Summer Corn \$15		-		=	
White Cheddar Cheese Tin \$15		-		=	
12-Sweet & Salty Kettle \$15		-		=	
Sea Salt Bag \$15		-		=	
Purple Popping Corn \$12		-		=	
Carmel Corn Bag \$10		-		=	

SHOW & SALE ORDER FORM

Show & Sale Tips:

1. Product may only be order by the case.
2. There will be additional Show & Sale popcorn product available at the Scout Service Center. This product will be available on a first-come, first-served basis while supplies last.
3. **Remaining Show & Sale product may be returned in FULL CASES ONLY for credit before or on Tuesday, Nov. 3rd before 5 PM at the Scout Service Center. The Unit cannot return any product after Nov 3rd**

Order all product and prizes at www.campmasters.org

Pack#: _____ Troop#: _____ Crew#: _____

Popcorn Kernel _____

Contact Number _____ Email Address: _____

Signature: _____ Date: _____

Product	Show & Sale Order (# of cases)		Additional picked up at Office		Product sold		Final Inventory (transfer to Take Order sheet)
3-way Cheesy Cheese Tin \$35		+		-		=	
Supreme Carmel w/nuts Tin \$25		+		-		=	
22-Pack Movie Theater Microwave \$ 25		+		-		=	
Cinnamon Crunch Tin \$20		+		-		=	
14-Roasted Summer Corn \$15		+		-		=	
White Cheddar Cheese Tin \$15		+		-		=	
12-Sweet & Salty Kettle \$15		+		-		=	
Sea Salt Bag \$15		+		-		=	
Purple Popping Corn \$12		+		-		=	
Carmel Corn Bag \$10		+		-		=	

UNIT COMMITMENT INFORMATION

2020 POPCORN SALE

To be able to enter your Unit, ALL information is needed.

UNIT INFORMATION (Please Print)

Chartered Partner:

Unit Type:

Unit Number:

District:

#Scout registered :

#Scout selling :

(Estimate Numbers)

PLEASE MARK WHICH SALE YOU WILL BE PARTICIPATING IN

Show and Sell

Online Sale

Take Order

PRIMARY UNIT CONTACT/CHAIR (Please Print)

ALL Information is REQUIRED to enter Primary Unit Contact/Chair into system.

It is recommended that the Primary Unit Contact/Chair should not be the CM or SM.

Position in Unit:

Previous Kernel/Chair?

Yes

No

First Name:

Last Name:

Address:

City:

State:

Zip + 4:

Daytime Phone:

Home Phone:

REQUIRED Valid E-mail: