WEST TENNESSEE AREA COUNCIL, BSA

in partnership with

CAMP MASTERS
GOURMET POPCORN
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, Jr.
President
## CONTENTS & CALENDER

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### Important Popcorn Date:

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

<table>
<thead>
<tr>
<th>New Popcorn Company CampMasters</th>
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<tbody>
<tr>
<td>More products available at lower prices</td>
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<tr>
<td>Free Shipping on ALL online orders</td>
</tr>
<tr>
<td>$650 Bonus Prize &amp; $3,000 High Achiever Bonus Prize</td>
</tr>
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</table>

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:

<table>
<thead>
<tr>
<th>Central District</th>
<th>Derrick Stingley</th>
<th>414-507-5793</th>
<th><a href="mailto:Derrick.Stingley@Scouting.org">Derrick.Stingley@Scouting.org</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>TN River District</td>
<td>John Mayros</td>
<td>731-707-3828</td>
<td><a href="mailto:John.Mayros@Scouting.org">John.Mayros@Scouting.org</a></td>
</tr>
<tr>
<td>Western District</td>
<td>Jim Drake</td>
<td>901-355-3659</td>
<td><a href="mailto:Jim.Drake@Scouting.org">Jim.Drake@Scouting.org</a></td>
</tr>
<tr>
<td>Popcorn Specialist</td>
<td>Susan Gall</td>
<td>731-668-3787</td>
<td><a href="mailto:Susan.Gall@Scouting.org">Susan.Gall@Scouting.org</a></td>
</tr>
<tr>
<td>Staff Advisor</td>
<td>Natalie McMasters</td>
<td>731-668-3787</td>
<td><a href="mailto:Natalie.McMasters@scouting.org">Natalie.McMasters@scouting.org</a></td>
</tr>
</tbody>
</table>

Sincerely,

Natalie McMasters
Natalie McMasters
Asst. Scout Executive, COO
West Tennessee Area Council, BSA
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

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
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<tbody>
<tr>
<td>3 Way Cheese</td>
<td>$35</td>
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<tr>
<td>22 pack Movie Theater Butter</td>
<td>$25</td>
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<tr>
<td>Supreme Carmel Crunch</td>
<td>$25</td>
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<tr>
<td>Cinnamon Crunch</td>
<td>$20</td>
</tr>
<tr>
<td>14 Roasted Summer Corn</td>
<td>$15</td>
</tr>
<tr>
<td>12 Sweet &amp; Salty Kettle</td>
<td>$15</td>
</tr>
<tr>
<td>White Cheddar</td>
<td>$15</td>
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<tr>
<td>Sea Salt</td>
<td>$15</td>
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<tr>
<td>Carmel Corn</td>
<td>$10</td>
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</tbody>
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Take Order Product

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
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

- 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!

### My #PopcornSquad

<table>
<thead>
<tr>
<th>Kernel</th>
<th>Phone</th>
<th>Email</th>
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<tr>
<td>District Kernel</td>
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<td>Assistant Kernel</td>
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<td>Kickoff Kernel</td>
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<td>Show-N-Sell Kernel</td>
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<td>Pickup Kernel</td>
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<td>Prize Kernel</td>
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<td>Communications Kernel</td>
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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
- Registrations & Life Magazine
- Cub Scout Council Events
- Meeting Supplies/Awards & Recognitions
- Monthly Unit Activities
- Den/Patrol Expenses/Training Courses
- Pinewood Derby
- Unit Equipment
- Patrol/Den Activities
- Uniforms/Personal Camping Equipment
- Assistance for Low-income Scout Families

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!
Involvement is key in the successful planning of your annual program. We recommend allowing Scouts and their families express their ideas during a Unit brainstorming session. The older the Scout, the more benefit they get from participating in this planning. It also keeps everyone more engaged in the popcorn sale because they know the rewards of their efforts.

## ANNUAL PROGRAM PLANNER

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### NOW CALCULATE YOUR POPCORN SALES GOALS

- **Registration & Insurance** $ 
- **Advancements** $ 
- **Uniforms** $ 
- **Scholarships** $ 
- **Other** $ 
- **TOTAL UNIT BUDGET** $ 

Divide UNIT BUDGET by UNIT COMMISION  
(This is your Unit Sales Goal) $ 

Divide by NUMBER OF PARTICIPATING OF  
SCOUTS  
(This is your Scout Sales Goal) $
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.

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

**Bonus $650 Club Prize**

Point & Shoot to fly drone

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

UNIT LEADERS: Scouts must be registered in the CAMP MASTERS system to receive sales!

Step One: Log in to the CAMP MASTERS system and click “Setup / Invite Scouts.

The list of current Scouts registered in your Unit will be displayed.
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 Link”.

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.

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

If you get an error, check your spreadsheet rows again carefully for typos.
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]?
• 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 fulfilment 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.
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!
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.

1. Return to your home screen and open the PayAnywhere app.
2. Enter the total charge.
3. Insert or swipe the credit card depending on your reader type.
4. Offer the customer a SMS text or email receipt.
5. When you receive payment confirmation, return to CAMP MASTERS window.
6. 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#: ________

Pack#: ________ Troop#: ________ Crew#: ________

<table>
<thead>
<tr>
<th>Product</th>
<th>Product needed to fulfill all order forms tally from Scouts forms</th>
<th>Final inventory from Show &amp; Sale (transfer tally inventory)</th>
<th># of containers you need to order on <a href="http://www.campmasters.org">www.campmasters.org</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Military Donation $50</td>
<td>-</td>
<td>0</td>
<td>=</td>
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<tr>
<td>Military Donation $30</td>
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<td>=</td>
</tr>
<tr>
<td>Choc. Treasure Tin $60</td>
<td>-</td>
<td>0</td>
<td>=</td>
</tr>
<tr>
<td>Premium Tin $45</td>
<td>-</td>
<td>0</td>
<td>=</td>
</tr>
<tr>
<td>3-way Cheesy Cheese Tin $35</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
<tr>
<td>Supreme Carmel w/nuts Tin $25</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
<tr>
<td>22-Pack Movie Theater Microwave $25</td>
<td>-</td>
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<td>=</td>
</tr>
<tr>
<td>Choc. Drizzled Carmel Tin $25</td>
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</tr>
<tr>
<td>Trail Mix $20</td>
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</tr>
<tr>
<td>Cinnamon Crunch Tin $20</td>
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<td>=</td>
<td>=</td>
</tr>
<tr>
<td>14-Roasted Summer Corn $15</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
<tr>
<td>White Cheddar Cheese Tin $15</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
<tr>
<td>12-Sweet &amp; Salty Kettle $15</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
<tr>
<td>Sea Salt Bag $15</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
<tr>
<td>Purple Popping Corn $12</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
<tr>
<td>Carmel Corn Bag $10</td>
<td>-</td>
<td>=</td>
<td>=</td>
</tr>
</tbody>
</table>
### Show & Sale Tips:
1. Product may only be ordered 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](http://www.campmasters.org)

Pack#: ____________ Troop#: ___________ Crew#: ____________

<table>
<thead>
<tr>
<th>Product</th>
<th>Show &amp; Sale Order (if of cases)</th>
<th>Additional picked up at Office</th>
<th>Product sold</th>
<th>Final Inventory (transfer to Take Order sheet)</th>
</tr>
</thead>
<tbody>
<tr>
<td>3-way Cheesy Cheese Tin $35</td>
<td>+</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supreme Carmel w/nuts Tin $25</td>
<td>+</td>
<td>-</td>
<td></td>
<td></td>
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<tr>
<td>22-Pack Movie Theater Microwave $25</td>
<td>+</td>
<td>-</td>
<td></td>
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</tr>
<tr>
<td>Cinnamon Crunch Tin $20</td>
<td>+</td>
<td>-</td>
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<td>+</td>
<td>-</td>
<td></td>
<td></td>
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<tr>
<td>Sea Salt Bag $15</td>
<td>+</td>
<td>-</td>
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<tr>
<td>Purple Popping Corn $12</td>
<td>+</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Carmel Corn Bag $10</td>
<td>+</td>
<td>-</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
UNIT COMMITMENT INFORMATION
2020 POPCORN SALE

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

UNIT INFORMATION  (Please Print)

<table>
<thead>
<tr>
<th>Chartered Partner:</th>
<th>Unit Type:</th>
<th>Unit Number:</th>
<th>District:</th>
</tr>
</thead>
</table>

#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.

<table>
<thead>
<tr>
<th>Position in Unit:</th>
<th>Previous Kernel/Chair?</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>First Name:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Name:</td>
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</tr>
<tr>
<td>Address:</td>
<td></td>
</tr>
<tr>
<td>City:</td>
<td></td>
</tr>
<tr>
<td>State:</td>
<td></td>
</tr>
<tr>
<td>Daytime Phone:</td>
<td></td>
</tr>
<tr>
<td>Home Phone:</td>
<td></td>
</tr>
</tbody>
</table>

REQUIRED  Valid E-mail: