

Funding Our Scouting Adventure!

2022 Popcorn Sale Kickoff

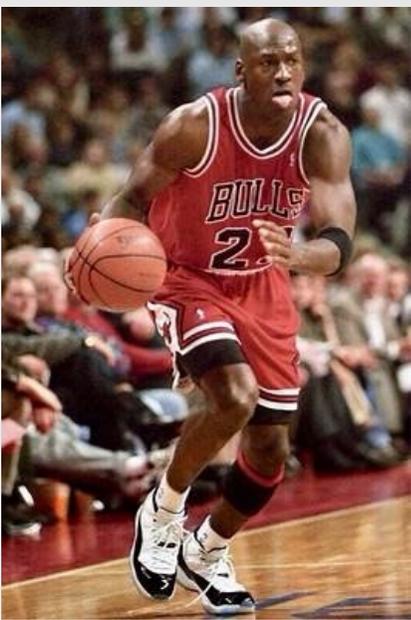
SETTING THE PLAN FOR YOUR SUCCESS



CALIFORNIA INLAND EMPIRE COUNCIL

Why Are We Conducting This Campaign?





“Some people want it to happen,
some wish it would happen,
others make it happen.” – Michael Jordan

Goals are something we put in front of ourselves to reach a desired state of being

- Goals are not achieved on their own. It takes planning, practice and execution
- Setting goals that are easily achieved takes away from the development of character and success that we all want to feel

DON'T BE AFRAID TO SET YOUR GOALS HIGH – the goal in itself is not the destination; the journey is just as important and rewarding

- Scouting develops character, so let us all foster that by using the Popcorn Sale as a tool
- We ARE the best youth-serving organization in the Country, and people will help us
- **Our limitations are only equal to what we put on ourselves**

How Do Units & Scouts Benefit?

- The easiest way for Units to get financial support from their community for their Scouting Program
- Units will have more money for Scouting activities, possibly offsetting cost of the entire Program
- Skills development for Scouts that accentuates Scouting Program goals
- Scouting Advancements opportunities for all Scouts that participate

Limited to No Financial Risk based on how YOU decide to sell!

SCOUTS
POPCORN
IS HERE!



2021 Sales Facts

- **\$990,880 in sales - \$324,858 Return to Scouting!**
- **94 Units participated**

Our Average per Selling Unit = \$10,653

National Average per Selling Unit = \$4,528

Improvements for 2022!

- **Updated Online Sales program**
 - Wider product selection with ALL individual items!
 - BIG discounts on multiple item orders encouraging more support
 - FREE shipping on all orders
- **Improved product lineup & packaging to present value in face of inflationary challenges affecting suggested retail pricing**
- **Expanding CAMP MASTERS Sales Training opportunities with multiple sessions led by Michael Beck available to EVERYONE, nationally**
- **Improved popcorn system functionalities and created a roadmap for desired new functions for expanded ease of use and visibility**
- **Increased CAMP MASTERS incentives to promote expanded growth and participation in revamped Online Sales Platform**





2022 CIEC Products

All items with chocolate available for ordering after 9/30



Trio Tin
\$60

S'mores Popcorn
Chocolatey Pretzels
Sweet & Salty Kettle Corn



Cheesy Cheese Tin
\$40

Yellow Cheddar Popcorn
White Cheddar Popcorn
Cheesy Salsa Popcorn



**Chocolatey Drizzled
Caramel Tin**
\$30

Caramel Corn with
Chocolatey Drizzle



**Supreme Caramel
Tin**
\$25

Caramel Corn with
Almonds, Pecans &
Cashews



**Salted Jumbo
Cashews**
\$25

Salted Jumbo
Cashews



2022 CIEC Products

Special Item!
S&S Only



Trail Mix
Bag
\$25

Peanuts, Raisins, Dried Cranberries, Almonds, Cashews & Chocolate Candies



Kettle Corn
RTE Tin
\$20

Virtually hull-less Kettle Corn



Cinnamon Crunch
Bag
\$20

Lightly Sweet Cinnamon Caramel Corn



White Cheddar
Cheese Bag
\$20

White Cheddar Cheese Popcorn



14 Pack Roasted
Summer Corn MW
\$20

Tastes like Buttery Corn on the Cob



12 Pack Kettle
Corn MW
\$20

Sweet & Salty

2022 CIEC Products



**Purple Popping
Corn Jar
\$15**

Virtually Hull-less,
Industry leading
packaging innovation



**Caramel Corn
Bag
\$15**

Gourmet Caramel
Corn



**\$50
MILITARY
DONATION**



**\$30
MILITARY
DONATION**



**\$1 Misc.
MILITARY
DONATION**

**Military Donation
Options \$50 & \$30**



**New Option to
order on Take
Order, but not on
Order Form**

2022 Commissions

Show & Sell | Take Order Commissions

TIER 1 - \$0 - \$14,999 27%

TIER 2 - \$15,000 - \$24,999 30%

TIER 3 - \$25,000 - \$34,999 32%

TIER 4 - \$35,000 35%

Opt-Out of Prize Program +3%

Maximum Possible Commission 38%

Online Sales Commission

TIER 1 - \$0 - \$14,999 25%

TIER 2 - \$15,000 - \$24,999 27%

TIER 3 - \$25,000 - \$34,999 29%

TIER 4 - \$35,000 32%

Opt-Out of Prize Program +3%

Maximum Possible Commission 35%

2022 CAMP MASTERS

High Achiever Prizes & Incentives



Outdoor Camping Package

Waterproof 2-person tent, 20 degree rated sleeping bag, USB rechargeable silicone headlamp, 5-piece Stainless Steel camp cooking set with mesh bag, and an emergency survival kit. See more details at www.campmasters.org

OR



Visa Debit Card for 5% of total sales. Example: \$3,000 = \$150 debit card. Debit card will be rounded to nearest \$10



Any Scout selling \$400 in online sales will receive a \$10 Amazon Gift Card from CAMP MASTERS

All online sales also count towards all other prize options, High Achievers & Council Prizes

Additional Online Promotions provided throughout the year

2022 CAMP MASTERS Planned Contests and Incentives

Additional Online
Promotions
provided through
the year



Another chance to WIN BIG!

CAMP MASTERS is awarding a \$275 Scouting Adventure Bundle to the highest selling Scout & their Unit.

Between September 15th and 29th, **EVERY SALE COUNTS - Online, Show-n-Sell and Take Orders**. Be sure your Unit Leaders assigns these credits to you in the CAMP MASTERS system.

Don't delay! Submit your popcorn orders today!

Because the **Scout with the highest total sales amount at 11:59pm ET on the 29th wins a \$75 Amazon Gift Card**.

And their Unit also wins a \$200 Amazon Gift Card. Prizes will be awarded on October 1st. **Are you registered and ready to sell?**

Sponsored and funded by CAMP MASTERS to motivate Scout participants during AUG, SEP, OCT 2022

CHOOSE ANY PRIZE WITH YOUR AMAZON GIFT CARD



Entry collection runs 12:00AM on October 7th to 11:59PM ET on October 13th. Prizes will be awarded on October 15th.

Are you ready to sell some POPCORN?!?!?!?

**WATCH YOUR EMAILS FOR
CAMP MASTERS CONTESTS
STARTING IN AUGUST!**



SCOUTS POPCORN MAKES A GREAT GIFT!

And it can win you more great prizes from CAMP MASTERS!

Any Scout who makes an online sale between 10/27 and 11/10 is automatically entered to win during our next random giveaway.

Each online sale will earn the Scout ONE entry in our next random drawing. We'll be selecting TEN WINNERS who'll each receive ONE \$25 Amazon gift card. The more online sales you make, the more entries you will have in the random drawing!



Let's Plan for Success in 2022!

Let's face it we've come through some challenging times, but the future is bright for us all! Experience provides us with core tools to build a plan from and expand our opportunity to give our youth the best program to learn and grow!

Be sure to include plans to sell all three ways to maximize results:

- **Sell Online at www.popcornordering.com with SHIPPING INCLUDED!**
 - Reach out for support from the comfort of home
 - Zero risk for Units and doesn't impact other activities
 - Average online sale >\$54 in 2021!
- **Door to Door**
 - Use the Take Order Form in the Family Guide
 - Take Pre-Order/Show and Sell product if you can
 - Average \$200-\$400 per scout hour
- **Show and Sell**
 - Establish sales locations at local store fronts or special events
 - May have a limited number of items vs. those on Take Order
 - Average \$65-\$150 per scout hour (3 Scouts/location)



Step #1

- Know your UNIT'S POPCORN SALE GOAL
 - What program elements you will fund
 - Equipment needs
 - Special Events/Trips
 - BUILD A BUDGET USING THIS TOOL



- Be able to COMMUNICATE the goal to everyone on board
 - What it means for the Scouts
 - What it means for the families
 - This is what a Kickoff is for!



Fund Your Adventure with CAMP MASTERS Popcorn!

3 steps for an adventure filled annual program for your Unit!
With CAMP MASTERS you can achieve your fundraising goal with just one product sale, so you can spend your time doing fun activities.

1

MONTHLY COSTS: Think of fun things to do every month and enter them below as activities. Enter activity names and costs in the highlighted cells only.

SEPTEMBER		OCTOBER		NOVEMBER	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	
DECEMBER		JANUARY		FEBRUARY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	
MARCH		APRIL		MAY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	
JUNE		JULY		AUGUST	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	

2

ANNUAL COSTS:
Enter other annual Unit expenses:

Registration & Insurance	\$0
Advancements	\$0
Uniforms	\$0
Scholarships	\$0
Other Expenses	\$0
Annual Total:	\$0

3

Enter the number of Scouts and your commission to calculate your goals:

Number of Selling Scouts in your Unit:	40
Your Unit's Commission	30%
Unit Total Activity Cost and Expenses	\$0.00

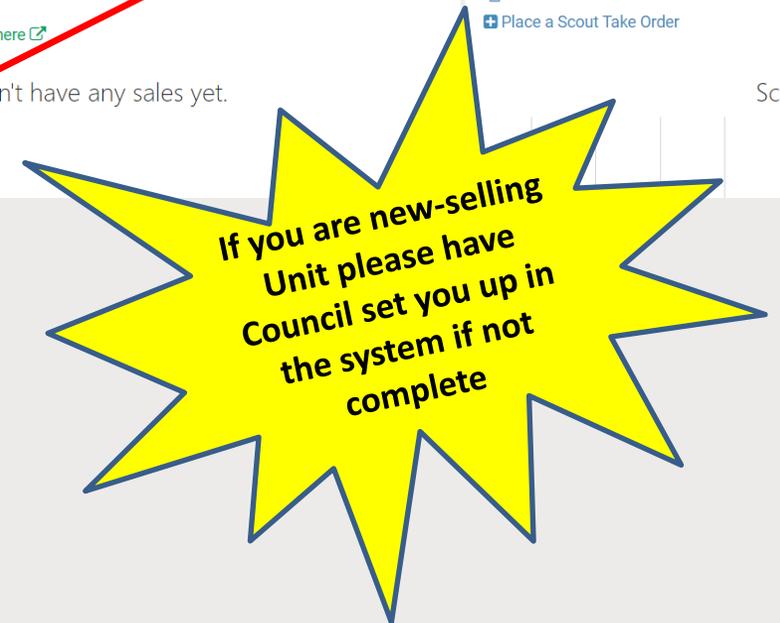
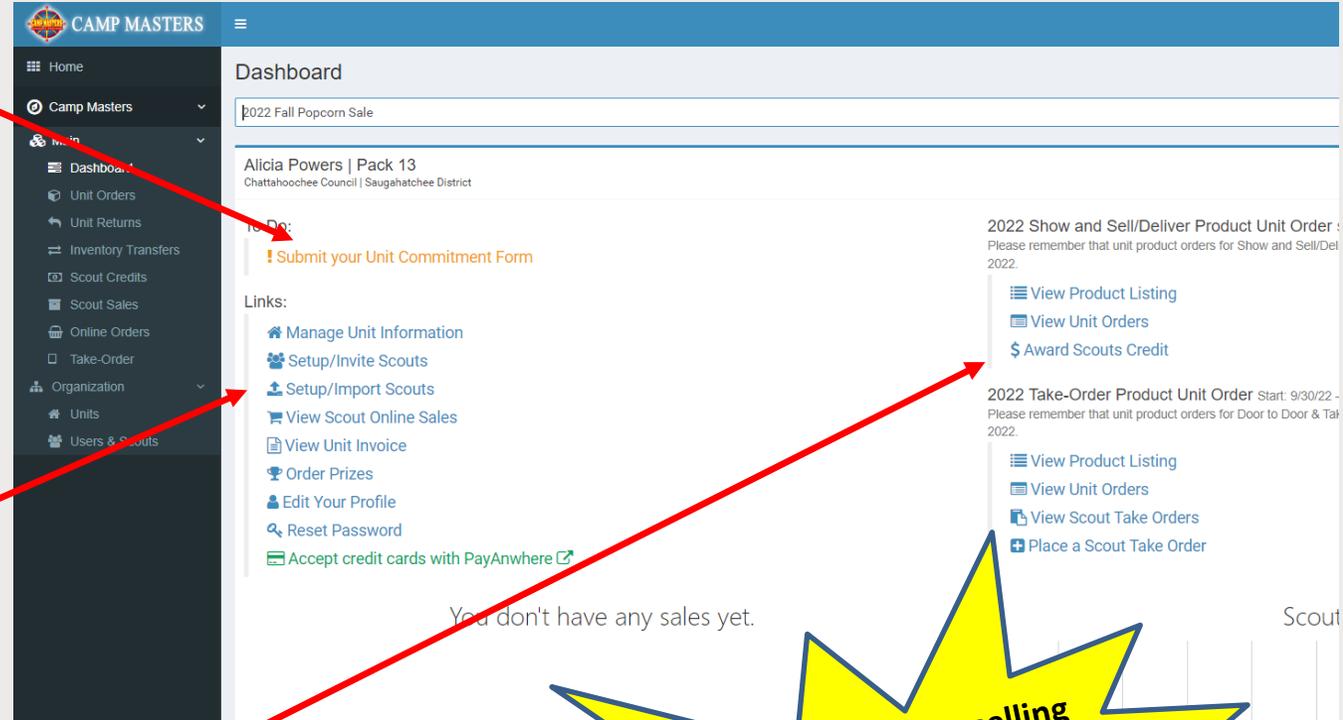
Unit Sales Goal	\$0.00
Scout Sales Goal	\$0.00

Download at
<http://campmasters.org/sales-tools/>

Unit Budgeting Tool

Step #2

- **Become familiar with the Popcorn System**
 - **Where do I commit to the sale (do it now!)**
 - **Where do I enter orders**
 - **How do I manage Scouts**
 - **Reports availability**
- **Set Up your Sale in the System**
 - **Cleanup your Scout Information**
 - **Scouts moving to new Unit can transfer themselves to that Unit**
 - **Add any new Scouts**
- **Tracking Scout S&S Credits and Take Order Sales**
 - **Units apply S&S Credits Manually to Scout**
 - **Scout credits reflect as running total**
 - **Will Scouts enter their Take Order information on own or will Unit? – how to webinar established for Sept. 22**



Step #3

- Plan & Conduct a **KICK OFF!**
 - **COMMUNICATE** the goal
 - **SHARE** the plan In person or virtually
- Make it **FUN!**
 - What it means for the Scouts
 - Skits to emphasize training
 - Talk about the Prizes and affect of reaching Goals
- Focus on **SKILL DEVELOPMENT**
 - Public Speaking Skills
 - Goal Setting
 - Personal Responsibility



Step #4

Train your Scouts for ALL sales approaches!

- Establishes best Practices & Builds Confidence & removes doubt
- IT WILL HAVE A HUGE IMPACT



- Promote the **CAMP MASTERS** approach
 - Door to Door - \$250-\$400/hr
 - Take product with you if you can
 - Use the same presentation
 - Canvas entire neighborhoods
 - Site Sales – \$300-\$450/hr
 - No tables or chairs, teams of 3
 - Stack product in a colorful display
 - Scouts in front talking to customers

-

Step #5

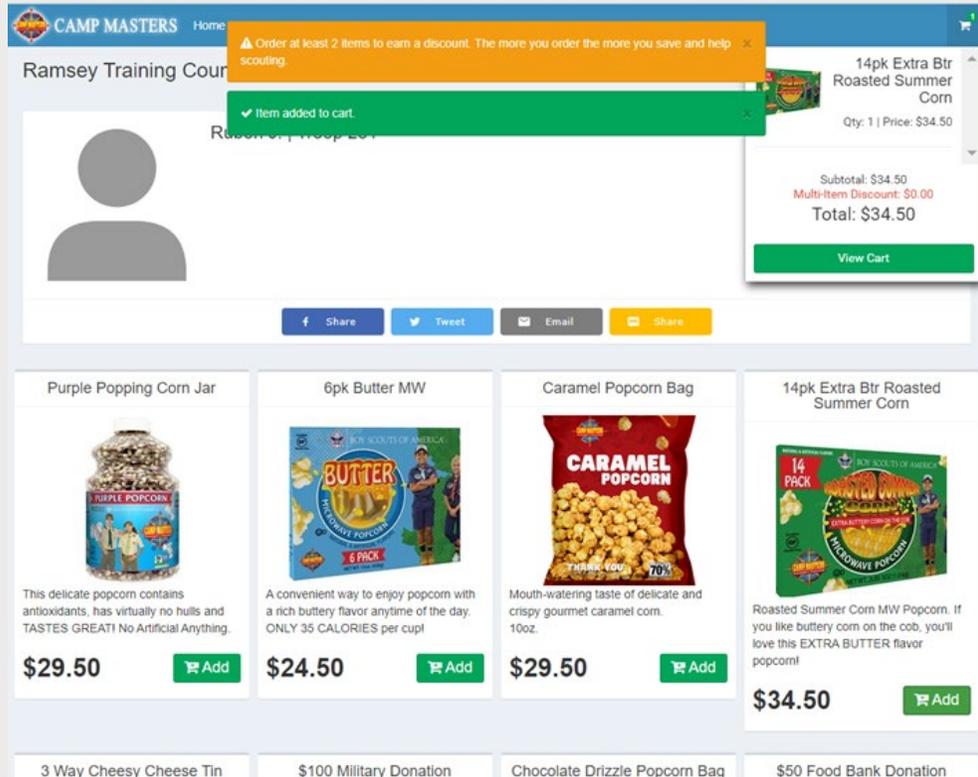
Get full participation!

- Not every Scout wants to sell all three ways
- Not every Scout can sell all three ways
- Every Scout can participate in Online and Take Order sale



Online Sales

We have an amazing opportunity to grow our sales in the safest manner available



- EVERY Scout is capable of participating from the comfort of their own home
- Scouts must be registered in the system to gain access to the online store and get sales credit
 - Instructions on how to load/register scouts is located at www.campmasters.org/how-to-order-popcorn
 - Scouts/Families can also register themselves with instructional videos at www.campmasters.org/video
- No additional shipping fees for consumers!
- Social Media links built into the Scout's account

Average sale in 2021 was more than \$54.00!

Take Order



Door to Door Sales net higher sales values and we can control social distancing in a more comfortable manner



- Coach Families/Scouts to approach the houses on their block as a start
- Promote a set presentation and be in Class A uniforms so they are recognized
- Be effective by selling in a group, covering an entire neighborhood as a Unit
 - Great way to move unsold Show and Sell product/inventory
 - Use Door Hangers for a leave behind at homes where you miss the residents
- Coach them on your area's safety requirements

AVERAGE \$200-\$400 per Scout Hour!

Best Practice: Collect Money at point of sale

Scout Account Dashboard

EVERY Scout Registered in the System has this tool at their fingertips!
THE location where the sale comes together!

- **Instant feedback on sales totals**

- **S&S Credit applied by Unit Kernel**
- **System applies Online Sales**
- **Take Orders when submitted in system**

- **Online Sales functions**

- **Direct link share options**
- **Create their landing page information & 'invite' to support**

- **Record Take Orders**

- **Able to record individual transactions**
- **Submit their aggregate sales totals on a single Take Order entry***
- **Submit paper form to Unit Kernel for Kernel to enter a Scout Sale for totals**

CAMP MASTERS

Dashboard

2021 Fall Popcorn Sale

RJ Haag | Pack 30
Seneca Waterways Council | Glacier Lakes District

Promote Your Online Sales:

Your Scout KeyCode: 2XYM

Share Tweet Email Share

To Do:

Links:

- Promote Yourself Online
- Holiday Sale Product Listing
- Show-N-Sell Product Listing
- Take Order Product Listing
- View your online sales
- View your take orders
- Place a take order
- Edit Your Profile
- Reset Password

Take Order: \$940.00

Show-N-Sell: \$201.00

Online Order: \$290.00

Total Sales: \$1,431.00

***do not duplicate entries, if delivering product at point of sale you need to submit two aggregate orders; one to record sales marked delivered, the other to record the sales and properly impact Unit product requirements**

Create Your CAMP MASTERS Scout App

Your Scouts can conduct or log Take Order sales electronically!

- Scouts must be registered in system
- Orders collected flow directly to Unit's account under Scout Sales
- Immediate visibility for Scout and Unit Sales
- Can reduce paperwork
- Able to mark whether paid and/or delivered!
- Able to log sales individually at point of sale, after the fact at home, or can even create one order to aggregate sales not already recorded in the system

Open Browser

Type in ordering.popcorn.org and hit go

To create your App on your home screen click here

Choose Add to Home Screen (may have to scroll down to find)

Find/launch your App on Home Screen

Log into your Account! (click remember me)

ANDROID users: click the "three dots" menu at top right

ANDROID users: choose "Add to Home Screen" from options



Ready to Take Orders on the Go!

Place a take order

Add To Cart

View Cart

PLACE ORDER

Create Your CAMP MASTERS APP



Open Browser

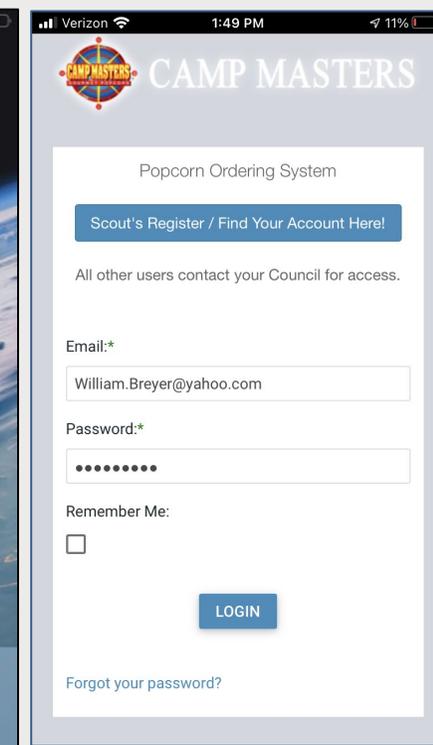
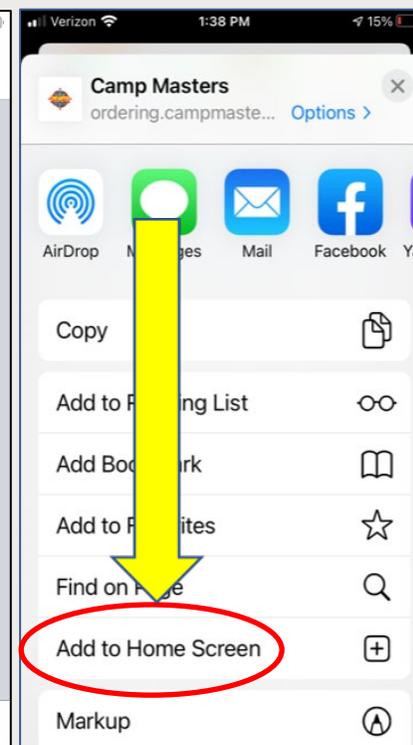
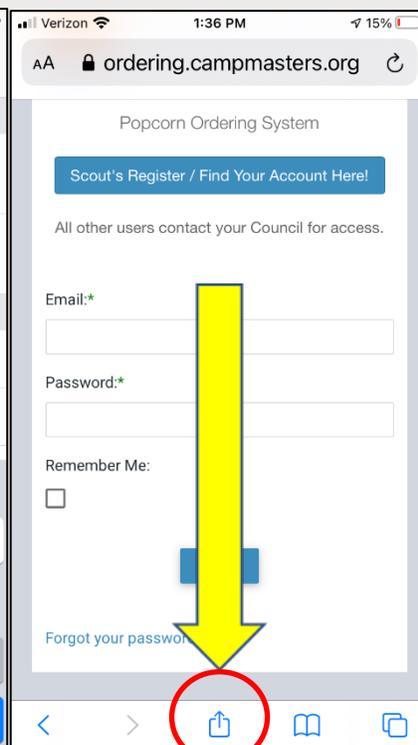
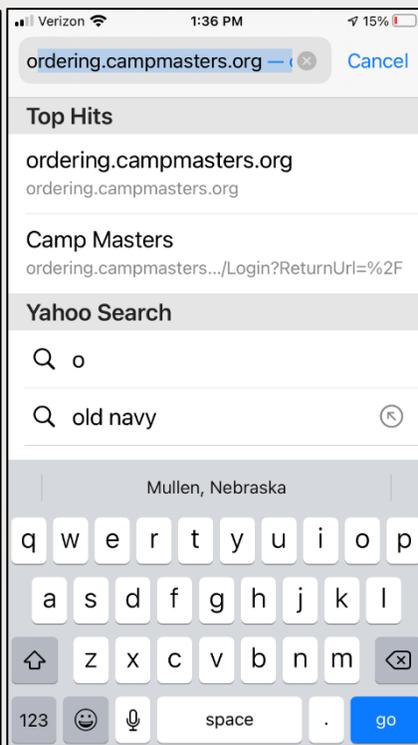
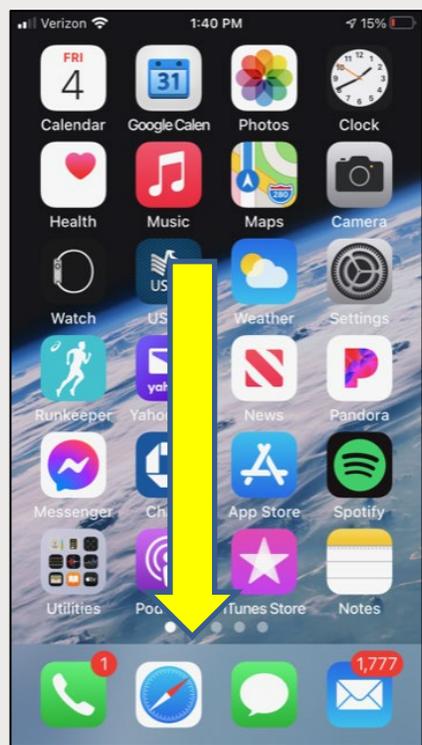
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To create your App on your
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Choose Add to Home
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Find/launch your App on
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Log Into your
Account! (click
remember me)



ANDROID users:
click the "three dots"
menu at top right

ANDROID users:
choose "Add to Home
Screen" from options

Ready to Take Orders on the Go!

AT&T LTE 11:44 AM

CAMP MASTERS

Dashboard

2019 Fall Popcorn Sale

Max Franklin | Troop 313
Demo Council | Demo District Anytown

To Do:

Links:

- Promote Yourself Online
- Take Order Product Listing
- Scout Practice Product Listing
- 2019 Popcorn Sell Product Listing
- View your online sales
- View your take orders
- Place a take order**

A blue arrow points from the 'Place a take order' link to the first screenshot of the product page.

AT&T LTE 11:45 AM

CAMP MASTERS

3 Way Cheesy Cheese Tin

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa (3 BIG Bags!) 15oz

Symbol Code: P
Price: \$35.00

Add To Cart

Chocolatey Drizz Caramel

A blue circle highlights the 'Add To Cart' button.

AT&T LTE 11:45 AM

CAMP MASTERS

3 Way Cheesy Cheese Tin
Qty: 1 | Price: \$35.00

Subtotal: \$35.00

View Cart

Chocolatey Drizz Caramel

A blue circle highlights the 'View Cart' button.

AT&T LTE 11:45 AM

CAMP MASTERS

Demo Council Take Order

Max F. | Troop 313

Hi! Our Troop is selling popcorn to help raise money for our community project. We appreciate your support of Scouting and our community. Please click the link provided to place an order that will be delivered directly to you! Thank you!

Cart

- 3 Way Cheesy Cheese Tin
Symbol Code: P
(\$35.00 ea)

A blue circle highlights the cart item.

AT&T LTE 11:46 AM

CAMP MASTERS

Checkout

TAKE-ORDER ADDRESS

Name: Jason Sieg
Email: Jasons@ramseypopcorn.com
Phone: (502) 396-8328
Address 1: 3255 Pinaire LN
Address 2:
City: Ramsey
State:
Zip: 47166

PAYMENT INFO

Total: \$35.00
Paid:

PLACE ORDER

AutoFill Contact Done

A blue circle highlights the 'Paid' checkbox and the 'PLACE ORDER' button.

Take Order Options to Consider

You CAN record and track Take Order Sales – IF they are put into the system

- **Scouts input their Take Order Sales**
 - **Conduct all Sales via their “Sales App”, recording sales electronically – marking if delivered when appropriate**
 - **Sell from their Order Form and enter transaction level sales information at home, including if delivered or not**
 - **Create & submit a Take Order in the Scout Account for the totals of their product sales**
 - **If delivering product at point of sale using this approach, submit two orders separately; one to record the sales delivered, the other to submit totals of product needed to be delivered. If no point of sales delivery, just submit one**
- **Submit their Take Order form to the Unit for those totals to be input at scout level for assignment to individual scouts**
 - **Unit inputs scout order requirements, at scout-level, via place Scout Take Order functionality**
 - **If Unit conducts Show and Deliver, delivering S&S product at time of sale, you will need to submit two different scout-level sales so as to not add product requirements**
 - **Products marked delivered show up in scout sales, but DO NOT add to order requirements in the ordering system**
- **Any combination of the above**
 - **Keep it simple and straight forward**
 - **Benefit for Scouts submitting their sales order(s) is that they immediately see their results**
 - **Electronic submissions show up in Scout Sales Needs on your order screen, and you control what is actually ordered accounting for any exception or manual processes – you have to type your order amount it from information presented**

Show and Sell

This year we may continue to be faced with:

- If they say corporate policy, ask for a name and phone number or email address
- Ask if you can set-up in a location that doesn't interfere with the policy
- Bring a Scout with you to ask and explain how they fund their year and help the community

WE WILL BE SUCCESSFUL!



Have a plan:

- Secure your sites in advance
- Be mindful of social distancing and safety requirements
- More locations will net more sales
- Look for any location with high traffic to increase opportunities, be open/creative

Setup and Run Properly:

- Display your products colorfully like a store end-cap would be
- Scouts out in front of product displayed in their Class A uniforms
- Don't put pricing on boxes or signs
- Keep area clean and inviting
- Limit number of scouts at a location

Draw Attention:

- For this year consider signage that promotes Scouts helping the community
- Accentuate this is a LOCAL fundraising event
- May need to have music or some other attention getter due to allowed setup location

Show and Sell Order Tips

Show and Sell orders allow us to get product in advance to support any storefront or booth sales you plan to conduct

- It is important for you to 'right-size' this order to power your growth
 - Use your Unit's historical sales performance for ALL traditional sales to establish how much to order
 - Weight these total sales against your past S&S orders to build your order based on what you are comfortable with
 - Fine tune your order based on your sales plan
- S&S growth helps to feed sales success at the Scout level through more participation
 - Encourage participation early to support Scouts setting their own goals
 - Consider bringing in what you sold last year and ramping up from there with Take Order to secure your growth
- Council has a S&S Ordering Tool to assist you with products and volume based on order value
 - The tool is merely a helpful tool – Units have ability to order what they want, within guidelines, to support your plans
 - If you don't have historical sales, contact the Council for help in setting a goal/target order amount
 - Be prepared to share participation level and plans regarding locations and approach



LaSalle Council
Unit Initial Order Product Projection Sheet
Show & Sell/Show & Deliver

1. Enter your Units 2020 total Show-n-Sell sales dollars, OR the 2021 Show-n-Sell Goal you expect to sell in the ORANGE box below.
(for example if your Unit sold \$10,000 of Popcorn, for Show & Sell this tool will build an initial order recommendation based on the amount entered)

2021 Unit Traditional Sales OR 2022 Show-n-Sell Sales Goal \$10,000.00

2. Due to concerns created by the Pandemic/COVID-19 surrounding our sales environment, social distancing concerns, potential impacts of location availability, potential issues with consistent Scout participation, and the desire to protect the Unit and Council from over ordering, the Council is implementing a weighted control factor to protect us all. This tool will automatically limit your suggested order to by a factor of 30%

3. The recommended order qty in cases by product in the blue boxes are automatically calculated based on your Show-n-Sell Sales projection*. The recommended order qty in containers, to be used with the CAMP MASTERS system (due to case conversion) are in the green boxes.
**the tool rounds case totals to the closest integer based on weighted sales dollars measured against each item's retail price*

	EXPECTED % OF RETAIL DOLLARS	WEIGHTED RETAIL SALES DOLLARS	PRODUCT RETAIL PRICE	ORDER QTY IN CASES	ORDER QTY IN CONTAINERS
3 Way Cheesy Cheese Tin <i>(1 per case)</i>	4.6%	\$ 324.10	\$ 35.00	9	9
22 pack Movie Theater Ex Butter MW <i>(6 per case)</i>	9.9%	\$ 690.90	\$ 25.00	5	30
Supreme Caramel Corn Tin <i>(8 per case)</i>	11.5%	\$ 806.40	\$ 25.00	4	32
Trail Mix <i>(8 per case)</i>	4.9%	\$ 345.10	\$ 20.00	2	16
White Cheddar Cheese Tin <i>(8 per case)</i>	11.1%	\$ 778.40	\$ 15.00	7	56
Sea Salt Bag <i>(9 per case)</i>	4.9%	\$ 345.10	\$ 15.00	3	27
12 pack Kettle Corn MW <i>(8 per case)</i>	9.9%	\$ 695.10	\$ 15.00	6	48
14 Pack Roasted Summer Corn MW <i>(8 per case)</i>	10.3%	\$ 723.10	\$ 15.00	6	48
Gourmet Purple Popping Corn Jar <i>(6 per case)</i>	4.9%	\$ 345.80	\$ 12.00	5	30
6 pack Butter MW <i>(8 per case)</i>	7.9%	\$ 555.80	\$ 10.00	7	56
Caramel Corn Bag <i>(12 per case)</i>	19.9%	\$ 1,390.20	\$ 10.00	12	144
	100.0%	\$ 7,000.00		66	496

Actual Retail Value of Suggested Initial order due to rounding \$ 7,230

Take Credit Cards with PayAnywhere

Access to a full Merchant Account Portal



- FREE app and FREE card reader
- 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 sent to YOUR Unit Bank Account
- 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



You CAN use these for other Unit transactions

Webinar with PayAnywhere targeted for Mid-August

Remember Important Popcorn Sale Tips from Michael Beck

At a Store Front to increase Sales:

- Don't put out table or chairs- get Scouts in front of neatly stacked product to use public speaking skills

In Neighborhoods:

- Take pre-order product with you to increase sales and Unit success

At Kick-off:

- Promote Scouts to establish their own sales goal based on your Prize Program

*Train your Scouts
and unleash their
growth and
success!*

Use This – IT WORKS!

- Hi sir/ma'am, my name is _____
- I'm a scout with Pack/Troop _____
- We're selling popcorn to help raise money for our Pack/Troop.
- You can help us by trying some of our delicious popcorn.
- You'll help us, won't you? *(don't forget to nod)*

Copyright and do not publish on the internet

Tools and Support Available

Visit www.campmasters.org to log in, order popcorn, order prizes, FAQs, training materials, training videos, etc

Visit Council BSA Popcorn Network Facebook Group for communication to and between units throughout the sale

Visit ciecbsa.org/popcorn for Council updates and information throughout the sale



www.CAMPMASTERS.org

Our Videos

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Setting Up Council Sales Products and Commissions | CAMP MASTERS POPCORN

SCOUTS: Add CAMP MASTERS App to Your Smartphone | CAMP MASTERS POPCORN

Adding Council Users | CAMP MASTERS POPCORN

Adding Warehouses | CAMP MASTERS POPCORN

Create a Stellar Scout Profile | CAMP MASTERS POPCORN

Importing Districts | CAMP MASTERS POPCORN

Importing Units | CAMP MASTERS POPCORN

Place Your Unit Show-N-Sell Order | CAMP MASTERS POPCORN

Preparing and Submitting Your Council Order | CAMP MASTERS POPCORN

Scout Registration with Parent or Guardian Email Address | CAMP MASTERS POPCORN

Scout Registration with Own Email Address | CAMP MASTERS POPCORN

Send Single Sign on Link to Unit Leaders | CAMP MASTERS POPCORN

Send Your Scouts a Single Sign-on Link | CAMP MASTERS POPCORN

Unit Leaders Smartphone APP Setup | CAMP MASTERS POPCORN

How to Place Scout Take Order | CAMP MASTERS POPCORN

Videos

Helpful
How-to Videos
&
Materials

Our Materials

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Product Images

Tins/Cartons/Bags Images

Bundles Online Only Images

Social Graphic For Popcorn Sale 2021

Councils How to Sell Inventory to Units

How a Council can do a Unit Return

How to Enter Unit Take Order

2022 Email Communications

2022 SCOUTS ONLY Marketing Guide

Car Magnet

CM Door Hanger 2021

Creating a Great Scout Bio

Popcorn Bingo

Scout Business Card Print at Home Template

Scout Business Card VistaPrint Template

Scouts Register with CAMP MASTERS Instructions

Window Cling

2021 Online Products Flyer

How to Place Unit Show & Sell Order

Unit Commitment PowerPoint

How to Import Your Scout Roster

Scout Import Excel Example

Upload Templates

2022 CAMP MASTER Kernal Guide

Social Media Posts for Scouts & Parents

How to Import Your Scout Roster

Hot to Place a Council take Order

How to move A Scout to a New Unit

How to Enter Scout Take Orders

2022 CAMP MASTERS Marketing Guide

2022 High Achiever Form

Materials

CAMPMASTERS Social Media



CAMP MASTERS Units, Parents & Scouts

Private group · 120 members



CAMP MASTERS Councils & Unit Leaders

Private group · 56 members



Joined

+ Invite

Join for Ideas and Contests

Picking Up Popcorn

What Size car do I need to pick-up the popcorn?

- **Midsized car- 15 case**
- **Luxury size car- 35 case**
- **Mini Van- 50 cases**
- **Large SUV- 60 cases**
- **U-Haul- over 70 cases**

**Keep in mind some cases vary in size*

Pick-up Popcorn in ONE trip



Our Timeline and Dates

Make sure to check the Leaders Guide for all your dates and information

- **10 - 13 July – Stater Bros Site Selection**
- **22 July - Unit Orders Due to Council**
- **1 Aug – Online Sales Begin**
- **13 Aug - Traditional Sale Starts/Distribution Day**
- **13 Sep – First Checks Deposited**
- **3 – 6 Oct – Show & Sell Returns(Full Cases Only)**
- **7 Oct - Unit Take Orders Due to Council**
- **9 Oct – All Sales End**
- **12 Oct – All Payments Due**
- **24 – 28 Oct - Take Order Distribution**

Just Remember Teamwork Carries you Further

- **The Council has laid out a turn-key solution to make it as simple as possible for YOU!**
 - **Great Product Lineup**
 - **Comprehensive tools to support your creativity**
 - **Automation to increase efficiency and sales visibility**
- **Encourage ALL your Scouts to participate, and to set their own goals**
- **Attitude affects Aptitude, Sell what we all believe in – SCOUTING!**
- **Neighboring communities may not have Scouts, but they'd love to see and support you!**
- **Scouts in Class A Uniforms, represent Scouting well!**
- **Scouts using the suggested Sales Presentation don't have to think about what to say**
- **Most of all, celebrate your participating Scouts as they earn their way!**

Questions?