

# ***2014 Scout Popcorn Sales FAQs***

## ***("Nuggets from the Kernel")***

**Who are checks payable to when taking popcorn orders?** All checks are payable to "Pack 22 Wilton"

**What if we have "misplaced" our Take Order form?** Not to worry, a master copy of the form is posted on the Pack website at [www.wiltonpack22.com](http://www.wiltonpack22.com)

**How do we register to do On-Line sales?**

Go to [www.trails-end.com](http://www.trails-end.com) website to register

In the upper right corner, click on Create an Account (and select Scout from drop down menu)

Enter Scout first name and last initial – for privacy and security reasons they only identify this way.

All Pack 22 scouts have been entered according to their names on the Pack Roster.

If you have difficulty and are not identified, you may need to check your name entry. For instance, Thomas Lowell is entered as "TommyL" and Edward Davies is "TeddyD" while Samuel Perry is "SamP"

Fill in the details for your registration including: Council = Connecticut Yankee, District = Powahay and Unit = Pack 22 – Hope Evangelical Church.

For boys under 13, they do require a parent email to "approve" the scout's registration for on-line sales. That email may be the same as the scout email, but I found it easier to have a different parent email contact (less delay).

**What is the deadline for turning in all Scout Take Order forms, prize request and payments?** All forms and payments are due to be turned in to your Den Leaders **by Sunday, October 19<sup>th</sup>**. That is Kernel Popcorn's deadline for receiving the forms however your own den leader may ask for the forms sooner based on your den leader's schedule. There is a Pack meeting on Thursday, October 16<sup>th</sup> and I think a few dens have den meetings over the 18<sup>th</sup>-19<sup>th</sup> weekend and your den leader may want them turned in at the den meeting. If you have questions about your particular den's Take Order deadline, contact your den leader.

**When will the popcorn orders be delivered?** We pick up the popcorn for the Take Order sales in mid-November. Once Kernel Popcorn can sort and distribute the popcorn to the respective dens, you will be able to pick up your scout's popcorn orders for distribution from the den leader or your den's popcorn designee (parents this is a good opportunity to take one responsibility off your den leader's plate). Expect popcorn will be available for pick up on the weekend on November 15-16 and definitely in time to distribute prior to Thanksgiving.

**When do we collect payment for the orders that our scout takes?** Payment is due in full when you turn in your scout's take order form by October 19<sup>th</sup> as we have to pay for all popcorn when we place our final order. **A suggestion from the Kernel:** I collect payment up front from as many patrons as I can. However, there are always family members who don't live nearby or a neighbor or co-worker who can't write a check when you are taking their order. I write one big check (to Pack 22 Wilton) for any of my son's orders that have not been paid when we turn in his form and then we collect from those folks when we deliver the popcorn. Obviously, if a customer is paying on delivery and after we have turned in the payments, then they re-pay me in cash or write me a personal check since I previously paid Pack 22 for their popcorn order.

**How do I know what my son earned in Show & Sell credits?** Show & Sell credits (our store sales over those few weekends in September/October) will be posted on the Pack website by Kernel Popcorn. Every boy that works a shift will earn Show & Sell credits. Every boy earns the same amount for every shift worked. We take our total sales from the Show & Sell weekends and divide the sales by the number of shifts worked to determine the per shift credit. You do not get sales credit for the actual shift totals when your scout worked. If we did that, the boys would all fight over the best time slots (VM 3-5) and no one would volunteer to work the less desirable (CT Coffee 8-10) shifts. Remember, first and foremost, this is a scout fundraiser to benefit the Pack and the CT Council and we want the boys to learn good salesmanship skills and work together as a Pack.

**How should I include my son's Show & Sell credits for prize selection?** At the bottom of the Take Order form, you may write down your son's Show & Sell credits and add them to his other sales (on-line if any and the Take Order form total) to determine his Prize Rewards Total. You should select his prize(s) based on his total of all sales combined. For instance, Jimmy earns \$200 in Show & Sell credits from the store sales, his grandmother buys \$50 in popcorn through his on-line sales and he turns in \$300 in personal sales from his Take Order form. Jimmy has a Rewards total of \$550 ( $\$200 + \$50 + \$300$ ) and he is allowed to select one of the prizes from Level 7 (\$550 sales level). If Jimmy prefers a prize from a Lower Level, he may choose that instead. Sorry, he cannot choose multiple prizes from Lower Levels that add up to \$550 (ie: you can't choose one prize from Level 6 = \$375 and one prize from Level 4 = \$175). If you do not select a prize on your order form, Kernel Popcorn will elect a Gift Card as the default.

**Do we need to do anything to receive the "other" prizes mentioned at the Pack Meeting?** No, your Take Order form is for the Trails' End prizes offered only. There are additional prizes from the CT Council and Pack 22 that will be awarded to all scouts that hit certain sales levels (additional gift cards for the top sellers in each Den/Pack, two Harlem Globetrotters basketball tickets for \$700 sellers and college funds for any \$2,500 sellers). The Kernel will help track and distribute the additional prizes/tickets at a later Pack meeting.