

2010 Trail's End Popcorn Campaign

SHOW-N-SALE PROCEDURE AND PLAN

What is Show-n-Sale?

Show-n-Sale allows your unit to sell product while using the regular Take-Order Method. Units in other Councils, which have used the Show-n-Sale method, along with the regular Take-Order method, have realized a sales increase of up to 50% over units that only did a Take-Order Campaign.

How do we participate in Show-n-Sale?

See procedure and plan below:

PROCEDURE AND PLAN

- **SIGN UP TO PARTICIPATE IN POPCORN SALE BY 7/31/10 DEADLINE**
 - Commitment forms: mailed to Cubmasters, Scoutmasters, Venture Crew Leaders, Post Advisors, and Committee Chairmen. (If you do not receive a Unit Commitment form, contact the Scout Service Center or your District Executive.)
- **DETERMINE SHOW-N-SALE**
 - Coordinate with Unit Committee members and Scout parents for location coverage by Scouts
 - Map out areas the scouts with cover to make the sell successful
 - Units are responsible for securing permission to sell from storefronts by contacting locations and scheduling their set-up.
 - Please be considerate of other units in your area that are conducting Show-N-Sale campaigns.
- **ORDER THE PRODUCT**
 - Your order must be done on Trail's-End site or in writing – mail, fax, or e-mailed to: Grace Thompson – Assistant Office Manager grthomps@bsamail.org by **8/6/10**
 - **CASE QUANTITIES ONLY**
- **NO UPFRONT DOLLARS REQUIRED**
- **SHOW-N-SALE PRODUCT MUST BE PICKED UP AT **R.L. BRYAN CO.** ON GREYSTONE BLVD. ON FRIDAY NIGHT, AUGUST 20, 2010, 5:30 - 7:30 P.M. NO EXCEPTIONS!**
- **ONLY 10% OF GROSS SHOW-N-SALE ORDER CAN BE RETURNED TO INDIAN WATERS COUNCIL.**
- **NO PRODUCT CAN BE RETURNED AFTER November 1, 2010** (Remaining inventory can be rolled-over into your final Take-Order Sale order)
- **CONDUCT SHOW-N-SALE**
 - Individual boys' sales can be documented on the special "Show-N-Sale Master Record" form for each location/ shift/ date. These sales are to be counted toward prizes and with each boy's total sales.
 - Credit for sales to Scouts who participate in the Show-N-Sale can be done more than one way. However, our suggestion is to "keep it simple". If your sell takes place at a storefront, then divide the total sales for each date and location evenly among all Scouts that work that day.
- Units may turn in monies with final payment on or before **December 1, 2010.**
- Units must clear accounts by December 10, 2010.