

## **Fund Your Ideal Year of Scouting with Popcorn**

**Wouldn't it be great to participate in all the activities you wanted? What if you could pay for uniforms, awards, and registration without any money coming out of your pocket??**

**Imagine doing only one fundraiser and being able to fund your entire year of Scouting. IT IS POSSIBLE! Commissions from the Trail's End Popcorn Sale enable adult leaders to focus on program, not on fundraising. By planning, building a budget and setting sales goals, your unit will be on the way to growing its treasury.**

**Here Are Steps to Success:**

- **Plan your Ideal Year of Scouting – be sure to include ideas from your boys**
- **Build a budget to fund your plan**
- **Set a unit sales goal**
- **Set a per scout goal**
- **HAVE FUN**
- **Sell lots of popcorn**
- **Focus on PROGRAM**

**And Here Are the Tools To Achieve It:**

- **[Virtual Sales Planner](http://www.trails-end.com/trailsend/dynamic_content.jsp?id=1100016)** [http://www.trails-end.com/trailsend/dynamic\\_content.jsp?id=1100016](http://www.trails-end.com/trailsend/dynamic_content.jsp?id=1100016)
- **[Program Planner Spread Sheet](http://www.trails-end.com/images/2011Programplanner.xls)** <http://www.trails-end.com/images/2011Programplanner.xls>
- **[Scout Incentives](http://www.trails-end.com/images/2011ScoutIncentiveHandout.ppt)** <http://www.trails-end.com/images/2011ScoutIncentiveHandout.ppt>
- **[Kickoff PowerPoint](http://www.trails-end.com/images/2011UnitKickoffPresentation.ppt)** <http://www.trails-end.com/images/2011UnitKickoffPresentation.ppt>
- **[Parent Info Flyer](http://www.trails-end.com/images/2011ParentHandout.ppt)** <http://www.trails-end.com/images/2011ParentHandout.ppt>
- **[Online Sales](https://www.trails-end.com/trailsend/leaders/login_register1.jsp?requestUrl=/trailsend/reporting/sales_summary.jsp)** (validation code is: popcorn) [https://www.trails-end.com/trailsend/leaders/login\\_register1.jsp?requestUrl=/trailsend/reporting/sales\\_summary.jsp](https://www.trails-end.com/trailsend/leaders/login_register1.jsp?requestUrl=/trailsend/reporting/sales_summary.jsp)

**By taking these steps and using these tools your unit will be successful. Establishing an individual scout sales goal is important also.**

The \$600 Club provides incentives for every scout. Each scout that sells \$600 qualifies to attend a Sports Clinic with student athletes at either USC or Clemson! And who doesn't want to meet some football players? They also qualify for a mini autograph series football of the school of their choice from the SEC or ACC. Each \$600 sold earns another football. Collect as many as you want! The Trail's End prize for the \$600 Club this year is a Zyclone. It is a Nerf Ring Launcher! They travel much further than marshmallows!

All new for this year is the Cyber Sellers Club!

Did you know that you can sell Trail's End Popcorn online? It is fast and easy. Just go to Online Sales on Trail's End site to create an account (validation code is: **popcorn**). The top 5 online sellers for the Indian Waters Council (minimum of \$1,500 sold online needed to qualify) will receive an iPad!!!!!! Sign me up now, Mom!

Unit Kickoff Contest!

The unit that submits the "best picture from our unit popcorn kickoff" will qualify for an extra \$50 Walmart Gift Card for their unit!