

SCOUTS EARNING THEIR OWN WAY

SELLING TRAIL'S END POPCORN

Fund your Scouting adventures!

Participating in the Annual Popcorn Sale can benefit a Scout in many ways - from **eliminating Scouting costs** to **developing life skills** that your Scout will remember for the rest of their life.

The money raised from the Annual Popcorn Sale helps reduce or eliminate out-of-pocket scouting expenses for parents!

Each Scout earns **30% Commission** Plus Prizes on face-to-face sales, and **50% Commission** on online sales.

By earning this money, a Scout can pay their own way for summer camps, campouts, registration fees, uniforms, advancements as well as buy stuff at the Scout Shop.

ONLINE SALE

Earn 50% Commission

Selling online is **QUICK** and **EASY!**

- 1 Create an online selling account on **trails-end.com**.
- 2 Reach out to customers through email, text, Facebook, and Twitter.
- 3 View and track your online sales.

FACE-TO-FACE

Earn 30% Commission

- 1 **TAKE ORDER** - Door-to-door selling with a "take order" form. Take your neighbor's order and return with their popcorn at a future delivery date.
- 2 **SHOW & SELL** - Set up a display with products at a storefront for people to purchase as they walk by.
- 3 **SHOW & DELIVER** - Carry products with you as you visit customers. The customer purchases the products from you, and you collect the money right then and there.

SELLING TIPS

- ALWAYS wear your uniform.
- ALWAYS smile and introduce yourself.
- ALWAYS ask your customers to support Scouting.
- ALWAYS have a pen ready.
- KNOW the popcorn favors you are selling.
- ALWAYS say "Thank You!"

SAFETY TIPS

- ALWAYS sell with an adult or another Scout.
- NEVER enter anyone's home.
- NEVER sell after dark unless you're with an adult.
- NEVER carry large amounts of cash.
- ALWAYS walk on the sidewalk and driveway

EARN A SCHOLARSHIP

Scouts who sell at least **\$2,500** once in any calendar year will qualify for a scholarship account funded by Trail's End to start earning money for college.

PAY YOUR WAY - 6% of your Scout's total sales each year will be invested in his own scholarship account.

START EARLY - Earn a scholarship as a Tiger Cub and he could have over **\$1,000** in his account by the time he is ready for college!

You only have to hit the \$2,500 minimum one time and online sales count!



BOY SCOUTS OF AMERICA®
NORTH FLORIDA COUNCIL

For more Popcorn information visit www.nfscouting.org/popcorn

