2020 Popcorn Kickoff

IT'S POPCORN TIME!

ERIE SHORES COUNCIL
What’s New this Year!

- **Safety Protocols/COVID** – Tips to keep our Scouts and customers healthy
- **Door Hangers** - Customize with unit information
- **NEW Deposit Slips** – New account number
- **Chocolate Lover’s Tin** – Holiday tin with 3 popcorn and 2 pretzel varieties
- **Base Commission** – 25%
- **Show & Sell Order Limit** – Order limited to 50% of Unit’s 2019 total sales
- **Show & Sell Booths** – Maximum of 1 Scouts and 1 Parent
- **Payment Prior to Midweek Pickups** – A payment must be made by Wednesday and/or submit a return on Thursday prior to picking up more product weekly
- **Return Limit** – Returns limited to 25% of Unit’s 2020 total sales
Key Websites

www.erieshorescouncil.org/popcorn
  • Kernel Links
  • Popcorn Calendar
  • Download Forms
  • Online Forms

PRODUCT & ONLINE SALES

www.PRPopcorn.com
  • Pecatonica Dashboard
  • Helpful Tips/Tutorial Videos
  • Nutritional Info
  • Sales Tools
Key Contacts

Council Kernel – David Hardy

General Popcorn Questions – Erin LaLonde

District Popcorn Chairs
• Commodore Perry – Christine Smith
• Eagle Bay – Tim Schnitker
• Northwest – Anna Robinson
• Swan Creek – Brianne LaFountaine
• Wood – Brandon Holt

Council Staff
• Andrew Curran
• Taia Sutherland

All phone numbers and email addresses on page 4 of Guidebook.

Is everyone on the email list?
Safety is priority number one during the Erie Shores Council 2020 Popcorn Sale

We strongly recommend that you maintain safety protocols as suggested by the CDC and the State of Ohio during your Popcorn Sale to include, but not limited to:

- Social Distancing
- Hand Washing
- Hand Sanitizer
- Masks

What are some of your ideas to keep your Scouts and families safe?
WHAT’S IN MY KICK OFF BAG?

- Sales Flyer/
  Take To Work Tent/
  Door Hanger

- Guidebook

- Prize Flyers

- Money Envelopes

- Deposit Tickets

- Super Saturday Prize

- Tasting Kit

- Sales Banner
Super Saturday Prize

How will you use your Super Saturday Prize?

• Give to first Scout to make an online sale?

• Give to Scout with the most Military Donations?

• Hold a drawing where Scouts earn entry by:
  o Every $100 sold (or any dollar level you choose)
  o Every Military Donation sold
**How To Conduct a Popcorn Tasting Test**

- Tasting Kit is included in your Kick-Off Kit
- Have Scouts try each flavor
  - Use small muffin cups or dixie cups to put individual samples in.
  - Or, purchase one-ounce portion cups with lids from Costco, GFS or Sam’s Club.
- Have Scouts vote for their favorite(s)
- Tally votes and announce Unit’s favorites

**Why Have a Tasting?**

- Allows Scouts to be familiar with flavors
- Helps Scouts know the product they are selling
- Helps Scouts answer potential customer questions

*Customer:* I don’t know what to buy?

*Scout:* My Pack did a taste test, and we thought that Sea Salt Splash was the best flavor, but I personally like the Peanut Butter Cup. You could buy both!
# Council Popcorn Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 11</td>
<td>Popcorn Kickoff: NW &amp; WD; 7:00 p.m.</td>
</tr>
<tr>
<td>August 13</td>
<td>Popcorn Kickoff: CP &amp; EB; 7:00 p.m.</td>
</tr>
<tr>
<td>August 20</td>
<td>Popcorn Kickoff: SC; 7:00 p.m.</td>
</tr>
<tr>
<td>August 25</td>
<td>Popcorn Kickoff: Council-Wide Make-Up; 7:00 p.m.</td>
</tr>
<tr>
<td>September 1</td>
<td>Show &amp; Sell Unit Assignments Announced</td>
</tr>
<tr>
<td>September 2</td>
<td><strong>Show &amp; Sell Orders Due!</strong></td>
</tr>
<tr>
<td>September 15</td>
<td>Show &amp; Sell Distribution: CP &amp; NW</td>
</tr>
<tr>
<td>September 16</td>
<td>Show &amp; Sell Distribution: EB, SC &amp; WD</td>
</tr>
<tr>
<td>September 18</td>
<td><strong>Sale Begins!</strong></td>
</tr>
<tr>
<td>September/October</td>
<td>Additional Show &amp; Sell Pick-ups, Payments, Returns as needed</td>
</tr>
<tr>
<td>October 21</td>
<td><strong>Payment Due:</strong> Pay 75%/72% of money collected to date</td>
</tr>
</tbody>
</table>
## Council Popcorn Calendar, Cont.

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>November 2</td>
<td><strong>Sale Ends!</strong></td>
</tr>
<tr>
<td>November 4</td>
<td>Show and Sell Returns: SC &amp; WD</td>
</tr>
<tr>
<td>(Wednesday)</td>
<td>(Pg. 17-18)</td>
</tr>
<tr>
<td>November 5</td>
<td>Show and Sell Returns: CP, EB, &amp; NW</td>
</tr>
<tr>
<td>(Thursday)</td>
<td>(Pg. 17-18)</td>
</tr>
<tr>
<td>November 5</td>
<td><strong>Final Take Orders Due</strong></td>
</tr>
<tr>
<td>November 12</td>
<td>Final Prize Orders, Feedback &amp; $400+ Sellers Due</td>
</tr>
<tr>
<td>November 18</td>
<td>Take Order Distribution: SC &amp; WD</td>
</tr>
<tr>
<td>(Wednesday)</td>
<td>(Pg. 17)</td>
</tr>
<tr>
<td>November 19</td>
<td>Take Order Distribution: CP, EB, &amp; NW</td>
</tr>
<tr>
<td>(Thursday)</td>
<td>(Pg. 17)</td>
</tr>
<tr>
<td>December 10</td>
<td><strong>Final Payments Due!</strong></td>
</tr>
<tr>
<td>January 21, 2021</td>
<td><strong>2020 Popcorn Review Meeting</strong></td>
</tr>
</tbody>
</table>

** The above dates are when items need to be turned in to the Council Office. Please adjust your Unit calendar accordingly.
What Are We Selling?

BOY SCOUTS OF AMERICA IS

ADVENTURE, FAMILY, FUN, CHARACTER, LEADERSHIP AND SO MUCH MORE...

ERIE SHORES COUNCIL APPRECIATES YOUR SUPPORT
2020 Popcorn Flavors $10-$20

**YELLOW POPPING CORN**
America's healthiest snack food in a re-sealable tub! Pops up tender for that fresh popcorn taste you're craving.
Net Wt. 2 lbs ▲ $10 GF UD

**CLASSIC CARAMEL CORN**
Glazed to perfection with real butter and brown sugar to create a flavor to remember, with a crunch you can't forget.
Net Wt. 8 oz. ▲ $10 GF

**BUTTER MICROWAVE**
(16 PACK)
Take advantage of this convenient way to enjoy the freshly popped taste with a rich butter flavor. 0 grams of trans fats.
Net Wt. 40 oz. + $20 GF UD

**KETTLE CORN MICROWAVE**
(16 PACK)
Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fats.
Net Wt. 40 oz. 〇 $20 GF UD

**CHEDDAR CHEESE**
Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheese that will keep you coming back for more.
Net Wt. 7 oz. ● $20 GF

**JALAPEÑO CHEESE**
The unmistakable zip of jalapeño pepper gives this feisty popcorn flavor its heat. Perfect for those who like their snacks with a little kick.
Net Wt. 7 oz. ■ $20 GF
2020 Popcorn Flavors $20-$25

**SEA SALT SPLASH**
Caramel popcorn dunked in dark fudge and sprinkled with a splash of sea salt. If you have never tried this combination, you don't know what you're missing.
Net Wt. 18 oz. $20

**MUD PUDDLES**
A sweet combination of our buttery caramel corn & crushed peanuts coated in rich creamy fudge.
Net Wt. 18 oz. $20

**TRAIL MIX**
This flavorful treat has cashews, peanuts, almonds, chocolate candies, raisins, banana chips, & dried cranberries.
Net Wt. 15 oz. $20

**CARAMEL WITH SEA SALT**
Caramel corn made with real butter, brown sugar and the perfect amount of sea salt. The crunchy, sweet and salty combination will leave you wanting more.
Net Wt. 16 oz. $25

**MILK CHOCOLATY PRETZELS**
If you like sweet and salty flavors, then you'll love these Chocolaty Pretzels!
Net Wt. 16 oz. $25

Note:
- Weight
- Product Symbol
- Cost
- Nutritional Symbols
2020 Popcorn Flavors $30-$55

**PEANUT BUTTER CUP**
Two great flavors that taste great together. A melt in your mouth combination of milk chocolate & peanut butter.
Net Wt. 18 oz.  $30  (GF)

**DOUBLE BUTTER MICROWAVE (30 PACK)**
Bring the taste of the theater home with this buttery popcorn snack. Each package is bursting with twice the buttery flavor.
Net Wt. 75 oz.  DB  $30  (GF UD)

**HOMETOWN HEROES TRIO**
Everyone’s favorite blend of sweet & savory, a snack you won’t be able to put down. Mix them together for a Chicago style treat, or enjoy them individually. Caramel Corn, Cheddar Cheese, Natural.
Net Wt. 19 oz.  $35  (GF)

**CHEESE LOVER’S**
Cheese, cheese, and more cheese! A combination that will satisfy any cheese lover’s appetite.
Cheddar Cheese, Jalapeño Cheese, Buffalo Ranch, White Cheddar.
Net Wt. 20 oz.  $45  (GF)

**CHOCOLATE LOVER’S**
Our Chocolate Lover’s tin features 5 sweet treats that you can’t resist! Milk Chocolaty Pretzels, White Chocolaty Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain.
Net Wt. 60 oz.  $55

Nutritional Symbols:
- **GF**: Gluten Free
- **UD**: Kosher with Dairy

See page 8 for allergen info.
$30 Military Donations

Allows customers to purchase popcorn for the men and women serving our country and support Scouting at the same time.
How To Make Your Sale P.O.P!

Plan
Organize
Promote
Plan – Setting the Goal

Only 44% of parents said their Scout set a goal.

Units that set sales goals, sell TWICE as much as units without goals!

Units that have money can do more activities and have a higher retention of Scouts.
Organize

Record Keeping System

- Spreadsheet – Worksheet Tool
- Receipts
- Signatures

Educate

- Parent Letter – Explain Benefits
- Key Dates – Before Council Due Dates
- Safety Plan – Communicate Guidelines
- Your Availability – Evenings, Weekends, Etc.

Use carbonless Sales Order books as receipts!
Kickoff Ideas

• Hold a Virtual Kickoff via Zoom
• Hold a Kickoff in-person with small groups
• Hold a drive-thru distribution for Order and Prize Forms
• Keep it fun and informative
• Create a role play video
• Give-a-ways
• How will you use your tasting kit?

Role Play Script
“Hello! My name is ________. I’m selling popcorn for _________. May I show you the different options we have?”
Promotional Banner

• Promote your sale with a Popcorn Banner!
• Reserve a banner at [www.erieshorescouncil.org/popcornbanner](http://www.erieshorescouncil.org/popcornbanner)
• $25 fee will be assessed for banners not returned
Unit Commission Options

**Prize Option**
Base Commission of 25% of Gross Sales

AND

Prizes from BSA National Supply (Pg. 20)

**Extra 3% Option**
Base Commission of 25% of Gross Sales

AND

Extra 3% Commission of Gross Sales (28%)

ALL Scouts are eligible for
Council Incentives (Pg. 19)
and
Pecatonica Bonus Incentives (Pg. 21)
7 Ways to Sell Popcorn

- Door Hangers
  - Online
    - Take Order
      - Show & Deliver
        - Show & Sell
          - Military Donations
          - Corporate Sales
Door Hangers

How to use Door Hangers

• Customize stickers or write in contact information for Kernel/Parent

• Hang on doors in a neighborhood
  • Have customers call contact for sale
  • Include a return date and go door-to-door

• Use as a one-time sales flyer during a Blitz or Show & Sell that customers keep

• How will you use your door hangers?

• Need more? Go your Unit Dashboard and click on “Files” for a printable copy
Benefits

• Reach family and friends outside of your community
• Products are shipped directly to the consumer
• Each Scout gets credit for what they sell using Seller IDs
• Touchless Selling!
• FREE SHIPPING!

Features

• Scouts create a custom profile using the My PR Popcorn App
• Customers order from www.PRPopcornStore.com
• Parent and Unit Kernel receives email when product is delivered
• Online sales updated in Scout Boss weekly for Kernels to track sales
• Sales count towards prize & incentive levels
• Safe and secure
## ONLINE PRODUCTS

**www.prpopcornstore.com**

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
<th>Ingredients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trustworthy Trio</td>
<td>$30</td>
<td>Caramel, Cheese, Natural</td>
</tr>
<tr>
<td>Loyal Assortment</td>
<td>$30</td>
<td>Butter, Kettle, Sea Salt Light</td>
</tr>
<tr>
<td>Helpful Mix</td>
<td>$35</td>
<td>Caramel, Cheese, Sea Salt Splash</td>
</tr>
<tr>
<td>Friendly Bundle</td>
<td>$35</td>
<td>Caramel, Cheese, Peanut Butter Cup</td>
</tr>
<tr>
<td>Courteous Cluster</td>
<td>$40</td>
<td>Caramel, Cheese, Sea Salt Splash, White Ruby</td>
</tr>
<tr>
<td>Kind Combo</td>
<td>$40</td>
<td>Caramel, Cheese, Sea Salt Splash, Peanut Butter Cup</td>
</tr>
<tr>
<td>Obedient Blend</td>
<td>$40</td>
<td>Trail Mix, Cheese, Caramel</td>
</tr>
<tr>
<td>Cheerful Variety</td>
<td>$45</td>
<td>Chocolaty Pretzels, Peanut Clusters, Cherry Cordials</td>
</tr>
<tr>
<td>Thrifty Brew</td>
<td>$45</td>
<td>Snakebite Coffee, English Toffee, Caramel</td>
</tr>
<tr>
<td>Brave Medley</td>
<td>$50</td>
<td>Peanut Clusters, English Toffee, Cashew Clusters, Cherry Cordials</td>
</tr>
<tr>
<td>Clean Classic</td>
<td>$50</td>
<td>White Ruby</td>
</tr>
<tr>
<td>Reverent Collection</td>
<td>$60</td>
<td>Caramel, Cheese, Sea Salt Splash, Snakebite Coffee, Trail Mix, Peanut Clusters</td>
</tr>
</tbody>
</table>

**Military Donations start at $10**

**FREE SHIPPING ON ALL ORDERS**
Scout Seller ID

Kernel Add Scouts for a Seller ID

- Need Scout First Name, First 2 Initials of Last Name and Parent Email

Dashboard

- Can resend Seller ID email for a Scout, do not have to reenter them.
- To resend: find the Scout, click EDIT, click UPDATE.
- This will resend the Seller ID email.

Scouts

- Enter Scout Information
- Click Add
- Enter Winner Circle Prize
My PR Popcorn

Now that the Scout’s Seller ID is created, or profile is updated:

NEXT STEPS:

• Scout receives email from pops@prpopcorn.com
  • Includes Seller ID
  • Instructions to set up profile on My PR Popcorn App
  • Sample email to send to family and friends not on social media

You will need a separate email address for each Scout in a family.

Want to get started?

IT’S AS EASY AS

1. Download the My PR Popcorn app on the Apple App store or Google Play store.
2. Create your Scouting Profile being sure to use the Seller ID.
3. Share with family and friends.
My PR Popcorn App

NEXT STEPS:

• Download the My PR Popcorn app from the Apple Store or Google Play

• Set up or edit profile

• Add a picture and video

• Share your profile with family and friends!

• Please note: Set up and update profile from app to update the web version
Take Order

Scouts sell popcorn to family, friends and going door-to-door in the community.

- Use Order Form to sell to:
  - Family
  - Neighbors
  - Co-workers

- Kernel tabulates individual Scout sales and places one Unit Order with Council
  - Order by CONTAINER quantities
  - Order Military Donations

- Deliver product and collect money a few weeks later
Show & Deliver

Combines the Show & Sell (products ordered in advance) and Take Order (going door-to-door). One Stop Selling!

• Scouts check out popcorn inventory from Kernel
• Fill a wagon and go Door-to-Door
• Customers pay and receive product right away
• Sell to Family, Friends, Co-Workers
• Neighborhood Blitz
• Take to work

Order by Sep. 2nd!
Show & Sell

Setting up a display of your popcorn at a high traffic area is an easy way to increase your sale!

• Order Popcorn inventory in advance from Council
  • Order by CASE quantities

• Contact a local retail store, business or festival

• Show: Set up a display of popcorn products (1 Scout + 1 Parent)

• Sell: Sell popcorn to customers right away

Council Sponsored Show & Sell Opportunities
Tony Packo’s
Council-wide Lottery
Sign up by August 30th

Order by Sep. 2nd!
Customers can support our military men and women with a popcorn care package.

**PRODUCT SALES**

- Customer purchases donations in $30 increments
- Scouts give donation receipt (see back of Guidebook)
- Kernel places *Military Donation* order with Take Order

**ONLINE SALES**

- Customer purchases donations in $10 increments

All donations are shipped directly to various military bases.
Corporate Sales

Corporate Sales are a great way to add to your unit sales. Scouts can contact neighboring businesses in your community.

- Customer “Thank You” Gifts
- Employee Recognition
- Match Military Sales
- Place Order Form at Business Employee Lounge
Ways to Order Popcorn

• Unit Dashboard at www.prpopcorn.com

• Order Forms
  • Show & Sell Order – Blue Sheet
  • Take Order – Yellow Sheet
  • Download from
    – www.erieshorescouncil.org/popcornforms or
    – www.prpopcorn.com Unit Dashboard under the “Files” link

• Mail, Fax, Call in or Bring to the Iott Scout Shop

• Order Limits
  • Show & Sell Order – Limited to 50% of 2019 Total Sales
  • Take Order – Reduce Take Order by Show & Sell Inventory then order exactly what you need.
Product Management

• Initial Order – Limited to 50% of 2019 Total Sales

• Volunteers & Vehicles – Line them up early!

• Reorder Weekly – Thursday Pickups (Pg. 15)
  • Order by Monday at Noon – [www.erieshorescouncil/snsorder](http://www.erieshorescouncil/snsorder)
  • Make a payment or submit a return by Wednesday
  • Pick up at Mid-Sale Location on Thursday
  • Based on product availability (Council Inventory and Unit Returns)

• Transfer Product – Unit to Unit Transfers

• Storage – Don’t store in direct sunlight, hot cars, wet areas and spaces without cooling
Distribution

• Distribution Schedules will be emailed

• Note your District’s Date & Location (Pg. 17)
  • **Show & Sell** – September 15 & 16
  • **Take Order** – November 18 & 19

• Weekly Pick-ups – Thursdays (Sep-Oct)
  • Sign up for a time slot on SignUpGenius from the link sent to you.
District Facebook groups facilitate Unit to Unit Transfers

Search for the following name:

- **Commodore Perry** – “erie shores popcorn kernels - commodore perry district”
- **Eagle Bay** – “erie shores popcorn kernels - eagle bay district”
- **Northwest** – “erie shores popcorn kernels - northwest district”
- **Swan Creek** – “erie shores popcorn kernels - swan creek district”
- **Wood** – “erie shores popcorn kernels - wood district”

Join tonight so you are ready in the Fall!
Popcorn Returns

- **Return Product**
  - November 4 & 5 (Refer to Calendar for District Date & Location)
  - **Return Limit** – Maximum allowed to be returned is **25%** of the Unit’s 2020 Total Sales

- **Must be in re-sellable quality**
  - No dents
  - No rips (microwave boxes)
  - No melted chocolate
  - Single tins must be in original box
    - Trio, Cheese Lover, Chocolate Lover

- **Organize product in original boxes**
  - Mixing product in boxes slows the return process down
Steps for Collecting and Making Payments:

1. **Customer makes Payment**
   - Scout collects money from the customer
   - Cash
   - Checks made out to **Unit**
   - Use Square Reader to collect Credit Cards (Optional)

2. **Scout gives Payments to Unit**
   - Kernel collects payments from Scouts throughout sale
   - Give Scout receipt – keep a copy
3. **Unit Deposits Monies into Bank**
   - Deposit all monies into the *Unit’s* bank account (Do not use Huntington deposit slip)

4. **Unit Pays Council**
   - Unit writes check to Erie Shores Council less commission
   - Deposit at Huntington or bring to Iott Scout Shop
   - Check/Cash preferred
     - 4% processing fee for credit card payment
   - Payments due Oct. 21 & Dec. 10
     - Recommend making payments throughout the sale.
4 Ways to Motivate Scouts

1. Council Incentives
2. BSA National Supply Prizes
3. Pecatonica Bonus Incentives
4. Unit Level Incentive Ideas
ESC Custom Incentives

USE BOTH PRODUCT SALES & ONLINE SALES

- $25 Participation Patch
- **Fill-It-Up**
  - Weekly Prize Drawing
  - Daily Double Prize (For Entire Unit)
- **$400 Bonus Level Drawing**
  - 1st Place: $500 Gift Certificate to ESC Iott Scout Shop
  - 2nd Place: $250 Gift Card to Best Buy
  - 3rd Place: $100 Gift Card to Walmart
- **$900 Seller’s Club** – Stratus Fleece Sleeping Bag
- **$1,500 Campers Club** – $50 ESC Camp Scholarship
- **District Top Sellers** – Choice of 1 of 3 prize items
- **Top 10 Council Sellers Club** – Walleye & Mud Hens VIP Package
- **Next Top 10 Sellers Club** – (#11-20) UT Basketball & BG Hockey Ticket Package

*Sign up Scouts on ONE form at www.erieshorescouncil.org/popcorn400prize or submit using the Total Sales Calculator in the back of the Leader Guide!

ALL SCOUTS ARE ELIGIBLE FOR COUNCIL INCENTIVES!
BSA National Prize Program

To Order:
Click the prize button on the Unit Dashboard at www.prpopcorn.com

Prizes start at $180 and go to $5,500!

USE BOTH PRODUCT SALES & ONLINE SALES

Not using the BSA National Prize Program?
Feel free to leave your Prize Flyers on the table before you leave.

Full Name
Level
Description
Pack/Scout #
Sell $2,500/$5,000 For Winners Circle

Everyone has a chance to win

All Scouts that sell $2,500 or more of Pecatonica Popcorn have their choice of one prize from the Pecatonica Winners Circle.

OR

All Scouts that sell $5,000 or more have the choice of one prize but also have 3 additional options to choose from.

Kernels will enter their qualifying Scouts:

- [www.prpopcorn.com](http://www.prpopcorn.com)
- Log into your unit profile
- Click “Scout Seller ID” and create ID for Scout
- Click “Enter Scout into Winners Circle”
Build your own Incentive Program for your Scouts!

Here are some ideas to get you started:

- **Prize for Top Seller**
  - Bike, Tent or Camping Package

- **Extra Prize Levels**
  - Sell $250 and earn a Box of Candy
  - Sell $750 and earn a Unit T-Shirt or Sweatshirt
  - Sell $1,000 and earn $100 towards Cub Day Camp

- **Pie in the Face of a Leader**
  - Sell $500 and throw a pie at your Cubmaster/Scoutmaster

- **Drawings for Cool Prizes**
  - Earn 1 entry for every $100 sold or Military Donation sold

- **Give Scouts a Percentage of Sales into a Scout Account**

Use your commission to help fund your incentive program!
Various tools Kernels have used for sale success!

- **Google** – [www.gmail.com](http://www.gmail.com) and [www.google.com](http://www.google.com)
  - Set up an email address just for popcorn (Ex: Pack999Popcorn@gmail.com)
  - Use mail merge to send reminders and update

- **SignUp Genius** – [www.signupgenius.com](http://www.signupgenius.com)
  - Create Signups for Show & Sell or pick ups/drop offs
  - It will send reminder emails for you!

- **Venmo/PayPal** – [www.venmo.com](http://www.venmo.com)
  - Use as a mobile payment option
  - Touch free payment
  - Then deliver popcorn to front porch!

- **Square Card Reader** – [https://squareup.com/reader](https://squareup.com/reader)
  - Accept customers’ credit card payments
  - Fee of 2.6%+10¢ per swipe for major credit cards (extra fees for key-in)
  - Deposits made to your bank account in 1-2 business days
  - Sign up at [www.squareup.com/i/PRPOPCORN1](http://www.squareup.com/i/PRPOPCORN1) to receive free processing on up to $1,000 in credit card transactions in first 180 days

What is your favorite tool to use for your sale?

This information is for general information purposes only. Erie Shores Council assumes no responsibility for anyone’s use of the information.
ESC Website – Quick Links

- Sign Up for Kernel Journal
- Quick Access to FB Groups
  - Commodore Perry
  - Eagle Bay
  - Northwest
  - Swan Creek
  - Wood
- Pecatonica Popcorn website - Product Sales - Kernel log-in
- Contacts
  - David Hardy - Erie Shores Council Popcorn Kernel
  - Christine Smith - Commodore Perry District Popcorn Kernel
  - Tim Schnitker - Eagle Bay District Popcorn Kernel
  - Anna Robinson - Northwest District Popcorn Kernel
  - Brianne LaFountaine - Swan Creek District Popcorn Kernel
  - Brandon Holt - Wood District Popcorn Kernel
  - Erin LaLonde - Council Staff
  - Taia Sutherland - Council Staff
  - Andrew Curran - Staff Advisor
# ESC Website – Online Forms

**Popcorn: Transfer Form**

<table>
<thead>
<tr>
<th>Date of Transfer</th>
<th>MM / DD / YYYY</th>
</tr>
</thead>
</table>

**Unit GIVING Popcorn:**

- **District:**
- **Unit Type:**
- **Unit Number:**
- **Names:** First Last
- **Email:**

**Unit RECEIVING Popcorn:**

- **District:**
- **Unit Type:**

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Units giving popcorn fills out the Transfer Form from a PC or Cell phone!

Links for all Online Forms will be located under “Kernel Links” as needed during the sale.

www.erieshorescouncil.org/popcorntransfer
Helpful Tips

Located at the bottom of “Helpful Tips” page

PECATONICA RIVER POPCORN

SALE TOOLS

- Click Here to print off Donation Receipts
- Click Here to print off Sorry We Missed You cards
- Click Here to print off a Popcorn Receipt
- Click Here to print off Tasting Kit Name Cards
- Click Here For Tutorial Video Links
- Click Here For Credit Card Reader Information

Helpful Loading Tips

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<thead>
<tr>
<th>25 cases or less will fit into most standard 4 door sedans</th>
<th>Most truck boxes will hold between 25 - 50 cases</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 40 cases will fit into most SUV’s (Explorer, Blazer)</td>
<td>A topper or a tarp is strongly suggested for truck boxes</td>
</tr>
<tr>
<td>Up to 60 cases will fit into most Mini Vans with no seats</td>
<td>For orders larger than 75 cases, enclosed trailers are best</td>
</tr>
<tr>
<td>Up to 75 cases will fit into a Suburban with no seats</td>
<td></td>
</tr>
</tbody>
</table>
Please contact Erin at Council if you have trouble logging in or need to change the Unit Popcorn Kernel.
Pecatonica – Dashboard

Dashboard

Print Invoice
Print Forms

Place Order

Current Year Sales Numbers

Important Dates

<table>
<thead>
<tr>
<th>Event Date</th>
<th>End Date</th>
<th>Event Name</th>
<th>Event Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>8/11/2020</td>
<td>8/11/2020</td>
<td>Popcorn Kickoff</td>
<td>CP, 7:00pm and EB, 6:00pm</td>
</tr>
</tbody>
</table>
Show-N-Sell orders are ordered in **cases** only.

Take Orders are ordered in **containers** only.

You have the ability to edit your order by logging into your unit profile up until the council approves the order.
1 – Add a Scout for a Seller ID (Also for Online Selling)

Need Scout First Name, First 2 Initials of Last Name and Parent Email
(If not already completed for Online Selling)

2 – Enter in Winner’s Circle

Click on “Winner’s Circle”
- Choose Invoice Period
- Enter Amount Sold
- Choose Prize
- Upload Worksheet Verification
- Enter Zip, Pickup Name and Pickup Email
- Submit
Burnt Kernel Award

How to earn this award:

• Not reading your weekly Kernel Journals
• Selling product before September 18
• Placing late orders
• Not registering Scouts for Council Incentives
• Not making timely payments
Thank You!

Questions or Comments?

PECATONICA RIVER

POPCORN