



2025 Fall Sale Guide For Unit Chairs



Thank you for stepping up to lead your unit's product sale this year. With your leadership, Scouts will have the opportunity to raise the funds they need to experience a full, exciting year of Scouting.

The vision is to have Scouts selling popcorn and Moon Pies and see the benefits of their work in three different areas. The first is the direct benefit that they get from a quality program in their unit with a well-funded program. The second is from the awards they earn by establishing a goal and reaching their sales goals. The third vision is to have Scouts see improvements at camp and programs knowing that they help build that through their hard work selling popcorn and Moon Pies.

The focus of the Camp Master popcorn sale is for Packs and Troops to have a well-funded program. In addition, the popcorn sale does generate revenue for our local Northwest Georgia Council. The funds generated by the popcorn sale help offset the cost of operating our camps. The popcorn sale generates a 70% return to scouting here locally, and units can easily earn up to 40% commission.

Your leadership of this year's campaign is just the start of keeping a strong, financially sustainable Scout program with exceptional camps and outdoor experiences.

Your role is essential. By organizing your unit, encouraging your Scouts, and using this guide as a roadmap, you'll help create a successful, well-funded year full of growth, adventure, and fun. We're here to support you every step of the way—thank you for making Scouting stronger!



2025 Unit Popcorn Chair Play Book

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2025 Popcorn Timeline

July

30TH

Unit Show and sell orders
due.

Unit Moon Pie orders due

August

15TH

Product Pickup Shaheen
Carpet Mill

October

22ND

Show-N-Sell Returns

29TH

Take Orders Due

November

15th

Take Order Pickup

December

5th

Popcorn & Moon Pie
Money and Prizes
Submitted

5% commission
reduction for
payments made
after December
5th

WHO TO CONTACT

There is plenty of support available for your unit to have a successful popcorn sale; all you need to do is ask. If you are a Unit Leader, you need to know your District Popcorn Chair who is ready to help you. In addition, you have a local District Executive who can also provide support.

COUNCIL POPCORN STAFF ADVISOR

George Henington – 850-491-2381 George.Henington@Scouting.org

DISTRICT LEADERSHIP

DISTRICT	POPCORN CHAIR	DISTRICT EXECUTIVE
Three Rivers	Derek Gillespie 706-483-5661	Tammy Burek 706-980-0375 Tamela.Burek@scouting.org
Etowah		George Henington 850-491-2381 George.Henington@Scouting.org

JULY

Show N Sell Orders Due 30th.

Moon Pie Orders Due 30th

AUGUST

Unit Kick-Off Meetings – This is where the Pack or Troop reviews the sale with their parents and Scouts. Goals are reviewed and dates for Show-N-Sell are announced. A review of the product, prizes, and commission is key.

Show-N-Sell Distribution – Units pick up their Show-N-Sell orders. 15th

School Nights – New parents and Scouts are informed about the popcorn sale and are given invitations to attend the Popcorn Kickoff/sign up to start selling.

SEPTEMBER

District Popcorn Check-In at Roundtable – A review of the sale, products that are selling well, timeline, and sales coaching hosted by District Chair and District Executive.

Take Order – This is when Scouts go door to door in their neighborhood or parents take an order form to work. Customers place their order and receive their popcorn several weeks later.

OCTOBER

Show N Sell Returns 22nd This is an opportunity to return popcorn only that was ordered for Show N Sell that **cannot be used** for your take order. No Late returns will be accepted.

Take Orders Due 29th Units place their take order **AFTER** subtracting out existing product on hand for take orders.

NOVEMBER

14th - Take Order Pickup – Popcorn orders from the Take Order campaign are delivered and distributed to units.

DECEMBER

5th - Payment Due – Payment for all popcorn is due to the Northwest Georgia Council. A 5% reduction in commission will be assessed for late payments.

5th - Prize Orders Due – All prize orders are submitted.

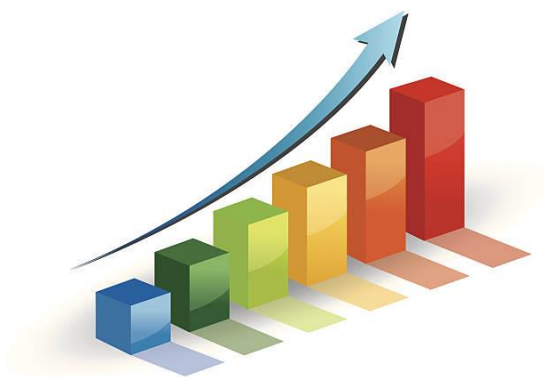
Unit Budget

Creating a budget is one of the most important steps in planning a successful Scouting year. A well-thought-out budget serves as a roadmap for your unit's activities, helping you outline the costs of outings, advancement materials, camping trips, and special events.

By knowing what you want to accomplish and how much it will cost, you can better prepare your unit to meet its goals and deliver a high-quality experience for every Scout. A clear budget also helps set realistic fundraising goals and allows families to understand the full scope of financial expectations up front, which builds trust and encourages participation.

Involving your committee in the budgeting process promotes teamwork and ensures everyone is on the same page. With a strong financial plan in place, you can focus more on delivering fun, meaningful programming—and less on worrying about how to pay for it.

Download a budget worksheet at <https://www.nwgabsa.org/POPCORN> to help establish a pack/troop goal and goals for each scout.



Unit Popcorn Chair Position Description

POSITION SUMMARY: The job of the Unit Popcorn Chair is to organize, manage and lead your unit's annual popcorn campaign and to coach each parent and family.

QUALIFICATIONS: Be enthusiastic about helping your unit achieve their financial goals. Be a strong communicator and meet with the District Popcorn Chair as often as necessary to ensure a successful campaign.

RESPONSIBILITIES:

1. Sign up and sell popcorn and Moon Pies July 30th.
2. Review the Unit Chair Guidebook and keep it handy for reference.
3. Set a date / time / location for your Unit Popcorn Kick-off.
4. Work with your unit leadership to establish a unit goal and a minimum goal for each Scout that will cover their program year and cover your unit expenses for the year.
5. Review commission structure with unit leadership to work towards a high participation rate among your Scouts.
6. Secure a location with adequate space to separate and distribute and store your popcorn and Moon Pies for Show-N-Sell and Take Order. Space needs to be dry, cool, and secure.
7. Secure date / time / location for Show-N-Sell.
8. Log onto Camp Masters website and create unit account and establish accounts for each Scout.
9. Place the Show-N-Sell order for your unit.
10. Coordinate the pick-up of your Show-N-Sell order and Take Order.
11. Work with your unit leadership Den Leaders or Patrol Leaders to track how much each Scout has sold every week.
12. Collect money from Scouts throughout the sale and make final payment to the Northwest Georgia Council before the deadline.
13. Make sure Scouts deliver their popcorn in a timely manner.
14. Meet with unit leadership after the sale to evaluate the sale and to make recommendations for next year.

Sell The Scouting Program

It takes money to run a quality Scouting program, where parents are not nickel and dimed to death and the focus is on delivering the promise to the Scouts. We chose the Camp Master Popcorn sale as a way to support Packs and Troops to earn money for their program and as a way to support camp operations at Camp Sidney Dew.

Cub Scouts Sell, Scouts BSA Can't

When selling Popcorn or Moon Pies you must keep in mind that people are not interested in purchasing popcorn as much as they are willing to support a young man or woman who is working hard to pay their own way. That is why "HOW" a Scouts sells determines how much they will sell. A first grade Tiger Cub Scout in a blue uniform knocks on a door and asks his neighbor to support his Cub Scout Pack. He is young and he may stumble, he may get some information wrong, and he may not look everyone in the eye. That neighbor, however, is glad to see such a young boy *Doing His Best* and is happy to make a purchase. Take that same boy six years later in a Scouts BSA uniform and the expectation of that neighbor is different. They are expecting to see a young man. They are expecting strong eye contact, a neat uniform, a clean appearance, and someone who is confident. The point is Older Scouts can and do sell popcorn just as well as Cub Scouts do. The difference is Older Scouts who are successful look successful and meet or exceed the expectation someone has of a Scouts BSA member, not a Cub Scout.

"When selling Popcorn or Moon Pies you must keep in mind that people are not interested in purchasing popcorn. They are willing to support a young person who is working hard to pay their own way."

How Camp Masters Popcorn Compares to Other Fundraisers

We want everyone to be confident that the Camp Master Popcorn sale is the right choice. What factors did we consider when choosing Camp Masters?

Is the product or service of value and reflect positively on Scouting?

Popcorn is a wholesome and healthy snack. Camp Master has been a partner with Scouting for 25 years and works diligently to protect the good name of Scouting America through quality products that are produced. Camp Masters supports Scouting with its branding directly on the bag.

Are awards and prizes provided to Scouts?

Scouts earn prizes. All of this is provided at no cost to the unit. In addition, access to on-line sales, free sales materials and order forms, really make popcorn a turnkey operation.

Is there local volunteer and professional support to help you be successful?

Units have their District Popcorn Chair, District Executive, and the Council Popcorn Staff Advisor all on hand ready to assist your unit. All of these individuals are local volunteers and professionals working together to support your unit sale.

SHOW-N-SELL

Show-N-Sell is where a unit pre-orders popcorn to sell. Typically, a unit will set up a date and time to sell in front of a store where there are a lot of people or there might be a local community event. The key to a successful Show-N-Sell is to be where the people are.

IDEAL LOCATIONS FOR SHOW-N-SELL

- A store or place where people with disposable income frequently go
- Visible location where people can see you and have space to interact with you

HOW TO CONDUCT A SUCCESSFUL SHOW-N-SELL

- Identify and confirm your location early. It may take some time to get in touch with the right person who can give you approval. Have a specific date and time in mind but be prepared with alternate dates and times.
- Think about your Show-N-Sell Order. Review any notes from last year to make sure you order appropriately. Not many people are going to spend \$40 or \$50 at Show-N-Sell. Remember you can use anything you have left over from Show-N-Sell to fill your Take Orders.
- Train your Scouts. Make sure that they have a sales pitch. Encourage them to practice at your units kickoff. Discourage Scouts from asking; “Do you want to buy some popcorn?”
- No sitting. Have Scouts take turns approaching customers. You may consider a simple method where you only ask those who are leaving the store so that you don’t ask people more than once. The last thing you want are Scouts sitting in chairs behind a table full of popcorn just watching potential customers walk by.
- Have a well communicated plan on how credit for Show-N-Sell is given to the Scouts.
- Leave your Show-N-Sell site better than you found it. You want to leave a good impression so that location will be happy to have you back again next year or next weekend.
- Send a thank you note to the location after the sale. Let them know how you did.
- Divide and Conquer- Instead of organizing the entire troop or pack on one day. Have dens or patrols sign up for different locations on different weekends.

*Show-N-Sell
Scouts and leaders reported
5 out of 10 consumers made a
purchase.*

SHOW AND DELIVER (PART OF SHOW-N-SELL)

Show and Deliver also called Wagon Sales, are another way to sell pre-ordered popcorn, your Show-N-Sell order. This is Scouts go door to door in their neighborhood with a truck or van filled with popcorn. The Scout has a list of the inventory and sells the product door to door.

BENEFITS TO SHOW AND DELIVER

- Scouts are selling in their neighborhood where average sales are higher.
- The transaction is completed right there, no going back to deliver product or collect payment.
- It's a great way to make sure you sell all of your Show-N-Sell order.

HOW TO CONDUCT A SUCCESSFUL SHOW AND DELIVER

- If you sold last year the best place to start is to look at what your neighbors and friends purchased last year and have that product ready. Now you are going to their door with the product you already know they like compared to taking an order and delivering it later.
- Think about the best time to go door to door in your neighborhood. Every neighborhood is different but generally speaking going door to door at 10 a.m. on a weekday is only going to create frustration, not sales. Sunday afternoon might be a good time to catch people at home.
- Have parent(s) take some product to work. Some workplaces have no solicitation policies, however a discussion with your supervisor at work may lead to a way to give your co-workers a chance to buy that doesn't break company policy.
- Your chartered partner is a great place to make some sales. It may be a church or a civic club but both will more than likely allow your Scouts to ask members to support the unit they charter by buying popcorn.
- Be Prepared to accept different types of payment. Unlike take order where you have time to collect you need to be ready to accept, cash, checks, or credit cards. We recommend you use a mobile device like a smart phone or iPad which will give you the ability to accept credit cards but also to email receipts.
- Participate in the two Homerun weekends. Scouting is fun when more people are involved. Instead of relying on parents taking their Scout around the neighborhood, schedule a date and time to go around a specific neighborhood. This way the Scouts can be together, and parents can socialize.



2025 SHOW-N-SELL PRODUCTS

Camp Masters is a gourmet popcorn product made exclusively for the Boy Scouts of America by Ramsey Popcorn. The Ramsey Popcorn company is committed to providing a high-quality product for the BSA. It is a healthy, wholesome snack that has wide appeal.

The following items are available for units to order for Show-N-Sell

	Containers Per Case	
Supreme Carmel ACP	12:1	\$25
Caramel Popcorn Bag	12 : 1	\$15
12 Pack Sweet & Salty Kettlecorn Microwave	8 : 1	\$20
14 Pack Extra Buttery Roasted Summer Corn MW	8 : 1	\$20
White Cheddar Cheese	9 : 1	\$20
Cinnamon Crunch Popcorn	12 : 1	\$20
22 Pack Movie Theater Extra Butter Microwave	6 : 1	\$30

\$30 Military Donation (ordered on unit's Door to Door Order)

\$50 Military Donation (ordered on unit's Door to Door Order)

*** Chocolate Item – not available for Show &
Sell/Deliver, only available on the November
Product Order**

RETURNS

To reduce the risk of left over inventory and to help maximize profits for your unit the Northwest Georgia Council will accept any excess inventory from your Show-N-Sell order that you feel will be left over after filling your Take Order. If you plan Show N Sells after the October 22nd return deadline you may do so, however no returns will be accepted after October 22nd .

CONDITIONS OF RETURNS

You may return unopened containers by 5:00 p.m. by October 22nd. Late returns will not be accepted. The hard cut off is so we can conduct an inventory of the returns, adjust individual unit accounts, and be prepared to place the overall council take order.

Containers must be undamaged, unopened, and in good condition. We reserve the right to refuse returns if the condition of the product does not meet our minimum standard.

Returns will show as a credit on your final popcorn invoice. We recommend you keep a copy of the paperwork you will be given for returns.

EXCHANGES WITH OTHER PACKS OR TROOPS

We encourage you to attend Roundtable every month so you can keep in contact with other Packs and Troops in your area. You may find that another Pack or Troop has sold out of a product that you have had a hard time selling.

If you would like to make an exchange with another unit, we require that you send an email to your District Executive and District Popcorn Chair with the details of the exchange. This will need to be verified by both units. Once the transaction has been verified you may exchange products and adjust your units inventory in the camp master system.

WHAT TO DO WITH LEFT OVER POPCORN

Proper ordering of Show-N-Sell on the front end is the key to preventing having any popcorn leftover after the sale. However, chances are your unit will have a couple of containers left over after the sale. Here are some suggestions on what to do with that leftover popcorn.

Remember that after you have paid your final invoice any leftover product you have can still be sold at retail and you retain 100% of the profits.

- Conduct another Show-N-Sell
- Offer the product to the families in your unit at cost or another discounted rate.
- Use the product as a snack at your next meeting, Blue and Gold, or Court of Honor
- Use it as a prize for Scouts.
- Take it to your local school and give it to the teachers and staff.
- Use it as a thank you to the location you conducted a Show-N-Sell at
- Give it as a gift to your chartered partner.

TAKE ORDER

The Take Order sale is when Scouts, Parents, and Leaders take order forms to family, friends, and neighbors to **take orders** for popcorn. This has been proven to be the most effective way to sell popcorn. On average a Scout will sell twice as much per hour going door to door in their neighborhood compared to an hour at a show and sell. The national average sales for Take Order in a neighborhood is \$300 an hour.

Take Order

85% of consumers, who had the opportunity to purchase, did so.

Popcorn Take Order sales are a different type of sale. Success is based on the relationship the Scout has with the customer. For example, grandparents are more likely to spend \$100 on popcorn than someone you just met at the grocery store. Neighbors you know are more likely to buy compared to neighbors you don't know. The higher the relationship the greater the opportunity for a sale.

HOW TO CONDUCT A SUCCESSFUL TAKE ORDER SALE

- If you sold last year, the best place to start is to contact those who purchased last year. Within a day or two you could reach what you sold last year. This is a great lesson in sales for your Scouts. If they sold \$900 last year they don't have to find all new customers again, they already have a customer base.
- Think about the best time to go door to door in your neighborhood. Every neighborhood is different but generally speaking going door to door at 10 a.m. on a weekday is only going to create frustration, not sales. Sunday afternoon might be a good time to catch people at home.
- Have parent(s) take an order form to work. Some workplaces have no solicitation policies, however a discussion with your supervisor at work may lead to a way to give your co-workers a chance to buy that doesn't break company policy.
- Social media is a great way for some to make sales. Camp Master makes it easy to share a unique key code to family and friends for online purchases.
- Your chartered partner is a great place to make some sales. It may be a church or a civic club but both will more than likely allow your Scouts to ask members to support the unit they charter by buying popcorn.
- Take the money up front. Nothing is more frustrating than having someone order popcorn and still owe you money weeks later. You want to be done with the sale as quickly as possible and not have your garage full of unpaid popcorn.

2025 TAKE ORDER PRODUCTS

Camp Master is a gourmet popcorn product made exclusively for the Boy Scouts of America by Ramsey Popcorn. It is a healthy, wholesome snack that has wide appeal.

The following items will be on the Take Order form.

There are 14 items this year.

Item	Description	Retail Price	Unit Commission*
Caramel Popcorn Bag	Traditional Favorite mouth-watering taste of delicate and crispy Gourmet Caramel Corn.	\$15	\$5.25
White Cheddar Cheese Bag	Cheesy goodness of white cheddar cheese on light, crunchy, crispy popcorn.	\$20	\$7.00
Supreme Caramel ACP	Buttery Sweet Gourmet Caramel Corn with whole and crushed Nuts.	\$25	\$8.75
Cinnamon Crunch Bag	Lightly sweet popcorn with warm, savory cinnamon.	\$20	\$7.00
Chocolatey Drizzle Caramel Corn	Buttery Caramel popcorn w/ chocolate drizzle	\$30	\$10.50
12 Pack Sweet and Salty Kettle Corn Microwave	A Sweet and Salty old-fashioned Kettle Corn that tastes like the popcorn at old time county fairs!	\$20	\$7.00
22 Pack Movie Theater Extra Butter Microwave	Popcorn perfectly seasoned with EXTRA Buttery flavor just like the Movie Theaters. America's #1 selling flavor!	\$30	\$10.50
14 Pack Extra Butter Roasted Summer Corn Microwave	If you like BUTTERY Corn on the Cob, you'll LOVE this EXTRA BUTTER flavor popcorn	\$20	\$7.00
Popcorn for our Troops	Donation will be made for our military families and veteran's organizations	\$30 or \$50	\$10.50 or \$17.50
Gourmet Purple Popping Corn	Mauve gourmet popping corn, ready to pop and sprinkle with your favorite flavorings! Packed in a resealable Jar.	\$15	\$5.25

*Unit Commission is based on 35% commission

Use Google Chrome for best
online experience with the
CampMaster's website

To Switch what Scout unit your Scout has a
CampMasters Online Sales Account with:
<https://campmasters.org> - Scout login at bottom left of homepage
You will basically re-register your Scout and link them to the new unit.

1) Start here and click the blue box
"Scout's Register / Find Your Account Here"

2) Fill in all the required fields to self-register or find your Scout Account. Click "Continue".



CAMP MASTERS

Popcorn Ordering System

Scout's Register / Find Your Account Here!

All other users contact your Council for access.

Email*

Password*

Remember Me:

☐

[LOGIN](#)

[Forgot your password?](#)

Scout Registration

 This registration form is for use directly
 All other users, please contact your council.

Registering as a ☒ Scout ☐ Parent/Guardian

Are you 13 or older? ☒ Yes ☐ No

Scout First Name

Scout Last Name

Kennel/Parent/Guardian First Name

Parent/Guardian Last Name

Parent/Guardian Phone

Parent/Guardian Email

Your email will appear on our registration list unless

Parent/Guardian Email:

1215veronice@gmail.com

*Valid email required for complete registration.

Password:

*Password must be at least 8 characters long.
 *Password must have at least one uppercase character.
 *Password must have at least one number character.
 *Password must have at least one symbol character.

Confirm Password:



 Show another code

Type the code shown:

Qlslix

I've read and agree to the [Privacy Policy](#) 

CONTINUE

3) Since your Scout already has a sales account established, you should get the screen/message below. Click "Register".

4) Type your new unit number. Select then from the list. Click "Register". Finish the registration process and confirm the account by following the instructions on the screen.

The image shows the Camp Masters logo, which is a circular emblem with a compass rose design and the text "CAMP MASTERS" and "Since 1968". Below the logo, the text "CAMP MASTERS" is written in a large, white, serif font. Underneath this, a white rectangular box contains the text "Looks like you're already registered." in a black serif font. Below this text, there are two buttons: a green button with the text "Sign In" and a blue button with the text "Register", both in white serif font.

2025 UNIT KICK-OFFS

The single most important meeting of the popcorn sale is the Unit Kick-off. This is where the sales force of parents and Scouts get all the details about the sale and the enthusiasm for Scouting is on display. A quality Unit Kick-off is well planned and can easily serve as half or all of your Pack Meeting for that month or Troop Meeting for that week. If a unit is using popcorn correctly this will fund their program year, failure here will cause the unit to have a year full of financial problems and low-quality program.

BEFORE THE UNIT KICK-OFF

June or July Use the budget planning spreadsheet on the Northwest Georgia Council Website to plan your program year.

- The program calendar for the year is developed. Each month the schedule for meetings is decided and the monthly activity. Remember to include summer activities like Adventure Camp and Summer Camp. **Successful units plan fun summer activities to keep everyone connected. Set the date for a unit kick-off**
- The annual unit budget is developed. Take into account the cost of events and activities as well as the big-ticket items like camping supplies. What big goals or dreams do parents have for your unit and what will that cost?
- Registration for the year are determined. What is the cost per Scout to do

*A mission that is **not** funded
is just a dream.*

*A mission that has funding
becomes a movement.*

everything you want to do? Make it clear on what registration will cover and what it does not cover. Parents want to know up front what their registration fee covers and what other costs will cover. Now determine how much popcorn each Scout must sell in order to cover their registration.

The formula is simple

Membership Registration per Scout ÷ .35 =
Popcorn Goal to cover registration.

Example: Registration is \$85.00

$\$85 \div .35 = \243.00

A Scout would need to sell \$243 to cover their registration of \$85.00.

August

- Confirm location for Unit Popcorn Kick-off
- Secure sample popcorn and kick-off materials from District Popcorn Chair
 - Parent guidebooks for each family
 - Posters
 - Extra take order forms
- Review agenda with Pack leadership and decide who in the Pack will do what part of the presentation. It works best when two or three people share the agenda instead of one person talking the whole time.
- If using Power Point make sure you have presentation, laptop, and projector.

2025 UNIT KICK-OFF AGENDA FOR PACK/TROOP: _____

35-40 MINUTES – Fill in the time column with the time you will start each agenda item using the length column as a guide to how long that agenda item should take.

Time	Length	Agenda Item	Presented By
	20 min.	Set up room. Have popcorn on display along with samples ready to eat. Always be ready for early arrivals. Set up should be completed 10 to 5 minutes before your announced start time.	Unit Popcorn Chair Unit Leaders Committee Chair
	5 min.	Opening Pledge of Allegiance Scout Oath / Scout Law Welcome	Unit Leader
	5 min.	Camp Masters Popcorn Sale Why do we sell popcorn? Discuss costs for the year, then explain that Scouting teaches Scouts to pay their own way. We don't want parents writing a check for everything, we want the Scouts to go out and earn it through popcorn sales. Share what the minimum goal per Scout is to cover their annual registration.	Unit Popcorn Chair
	5 min.	The Plan Review Show-N-Sell dates and locations Discuss take orders details Review prize program Review when Show-N-Sell orders are picked up so you can get help sorting. Review	Unit Popcorn Chair

	2 min.	The Goal Our unit goal is \$_____ this will allow us to..... To cover your registration each Scout needs to sell \$_____ in order for us to (if you have other needs such as camping equipment) we need each Scout to sell \$_____.	Unit Leader or Committee Chair
	5 min.	Prize Program Recognize last year's top sellers Review prizes for each level Ask each Scout to set their own goal	Unit Popcorn Chair
	10 min.	How to Sell Popcorn Sell Scouting NOT Popcorn <i>Remind everyone that they should ask people to support Scouting NOT buy Popcorn.</i> <i>Use videos on Camp Masters website to help</i> Show-N-Sell Review Show-N-Sell dates / times Wear your full uniform Only ask those who are leaving If they don't buy still say Thank You One Scout at a time How Scouts will earn sales credit Take Orders Wear your full uniform Go with a buddy or adult Don't sell after dark Don't go into a stranger's house Have Mom/Dad sell at work Post on Social Media / Facebook How to handle payment and cash Checks are made out to the unit Post on Social Media / Facebook Weekly reporting at Scout meetings	Unit Popcorn Chair
	10 min.	Setting up your Camp Master Account Overview of account Signing In Placing Orders	Unit Popcorn Chair

2025 COMMISSION

The goal of your unit's popcorn sale is to give every Scout the chance to earn their own way. There are basic costs to providing a quality Scouting program, weekly program supplies, advancements, awards, ceremonies, volunteer leader recognition, service projects, and more. Every Scout should take part in raising money to make the program exceptional.

Units that sell \$8,000 or more or has an Average Per Scout Sales of \$450 earn 40% Commission.

Average Per Scout Sales is \$301-\$449 = 35% Commission

Per Scout Sales is \$151- \$299.99 = 33% Commission

Per Scout Sales is under \$150 = 30% Commission

Your total sale will be divided by the number of registered youth in your unit as of June 30th. Scouts that join your unit in the fall during school nights will only count for you, not against you.

PRIZE MANIA

This year we are teaming up with Keller Prize Program to provide a great prize program that features prizes, gift cards, and bonus prizes. Scouts may pick a prize from the level that they sold at, or they may mix and match to equal the amount that they sold.

All Scouts who sell at least one item earn a patch! Prizes are not accumulated. Scouts may pick multiple prizes as long as their sales total is equal to or less than the total of the prize levels they are picking from.

For example, a Scout who sells \$500 has the following options for prizes:

They automatically get a patch PLUS

They may choose one prize from the \$450 level 5	OR they may choose one prize from \$350, level 4 AND one prize from \$115, level 2.	OR they may choose two prizes from \$225 OR choose four prizes from \$115	OR choose any other combination that is equal to or under \$500 total
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Scouts report to you, the unit popcorn chair, the prizes they want. You then order prizes at:

Campmasters.org

\$5,000
LEVEL 14

- 48 - LEGO Technic Mercedes-AMG F1 W14 E Performance
- 49 - Cross Canyon 2 Tent & Footprint
- 50 - Carrera Evolution Mario Kart Analog Electric Slot Car Racing



\$4,000
LEVEL 13

- 45 - Adventure Camp Package
- 46 - BioLite CampStove 2+
- 47 - Case Bonestag Folding Hunter Knife w/ Leather Sheath



\$3,000
LEVEL 12

- 42 - iLive Indoor/Outdoor Bluetooth Solar Speakers
- 43 - LEGO City Modular Space Station
- 44 - Coleman Sundome 4 Person Tent



\$2,150
LEVEL 11

- 39 - LEGO Friends Castle Bed and Breakfast
- 40 - SkullCandy Wireless Earbuds
- 41 - Foldable Drone



\$1,650
LEVEL 10

- 36 - Youth Pickle Ball Set
- 37 - HEXBUG BattleBots Arena Bite Force & Blacksmith
- 38 - The North Face Stalwart Backpack



\$1,250
LEVEL 9

- 33 - LEGO Batman - Batcycle
- 34 - Swiss Army Fieldmaster Knife
- 35 - Walkie Talkie Set w/ Rechargeable Batteries



Scouts:

When completing below form, remember to include all product sales - Online, take-or-order and door to door. Record all prizes earned below including Patches, pins, and Bonus Prizes.

Unit Leaders:

When entering Prize Orders, be sure to double check Total Dollars sold. If this amount does not equal the Total of Online, Take-Order and door to door sales, please adjust the amount to agree.

Scout Name: _____ Pack/Troop: _____ Total Sales: _____

Prize #	Prize Description	Quantity

List all Patches, Pins, and Prizes earned above and turn in to your Unit Leader.

\$850

LEVEL 8

- 28 - Hydration Pack - 2L
- 29 - Transformers: Rise of the Beasts Bumblebee Model Kit
- 30 - Zing Quick Switch Power Bow
- 31 - 2-Person Waterproof Tent
- 32 - Grab Bag G



\$625

LEVEL 7

- 23 - E-Blox Parts Plus Construction Kit
- 24 - Telescope - 40X Magnification
- 25 - 5-in-1 Multi-Tool w/ Shovel & Ax
- 26 - Hexbug Mechanicals Wasp Assorted Colors
- 27 - Grab Bag F



\$425

LEVEL 6

- 18 - Light Saber w/ Stand
- 19 - 5pc Stainless Steel Mess Kit
- 20 - Adventure Duffle Bag w/ BSA® Branding
- 21 - Air Hunterz Zano Bow w/ 2 Zarts
- 22 - Grab Bag E



\$325

LEVEL 5

- 13 - Multi Tool Flashlight
- 14 - Magic Sand Set w/ 6 Molds
- 15 - White Handle Lock Blade Knife & Case w/ BSA® Branding
- 16 - Catapult Plane w/ Decorative Stickers
- 17 - Grab Bag D



\$250

LEVEL 4

- 9 - Dry Bag - 5 liter - Yellow w/ BSA® Branding
- 10 - Mini Multi-Tool w/ Case
- 11 - 4x30 Binocular w/ Case
- 12 - 6" Stuffed Animal - Goat



\$190

LEVEL 3

- 5 - First Aid Kit w/ Waterproof Case
- 6 - Cinch Backpack w/ BSA® Branding
- 7 - Mini Dynamo Dual LED Light w/ BSA® Branding - Assorted Colors
- 8 - Watch/Pedometer



\$90

LEVEL 2

- 1 - Fire Starter and Steel
- 2 - Tony Hawk Box Boards Assorted Characters
- 3 - Compass Thermometer Whistle
- 4 - Highlighter Scout - 4 Color Highlighter w/ Retractable Computer Brush



LEVEL 1

- 0.1 - Popcorn Sale Patch
Sell any item
- 0.2 - Military Club Patch
Sell One Military Donation
- 0.3 - Online Sale Pin
Sell One Online Order
- 0.4 - Top Seller Pin
Sell over \$1,000

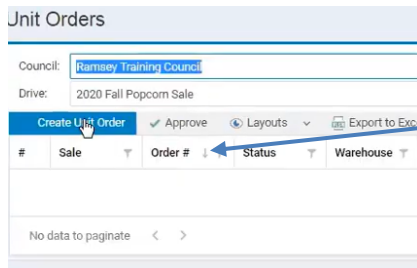


ORDERING POPCORN

All popcorn orders must be done on-line through the [Camp Master website](#).

The first step is to go to the website and set up your unit account.

Click on “View Unit Order” on the right-hand side of the page.



Unit Orders

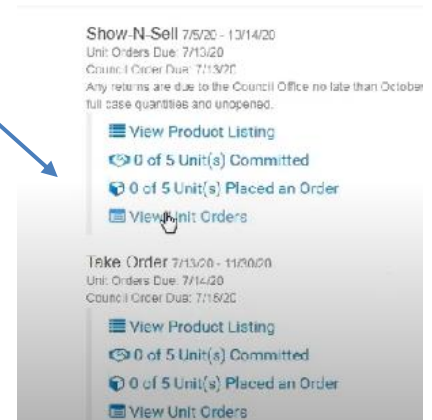
Council: Ramsey Training Council

Drive: 2020 Fall Popcorn Sale

Create Unit Order | Approve | Layouts | Export to Excel

#	Sale	Order #	Status	Warehouse
No data to paginate				

The next page that opens up gives you the option to click on “Create Unit Order.”



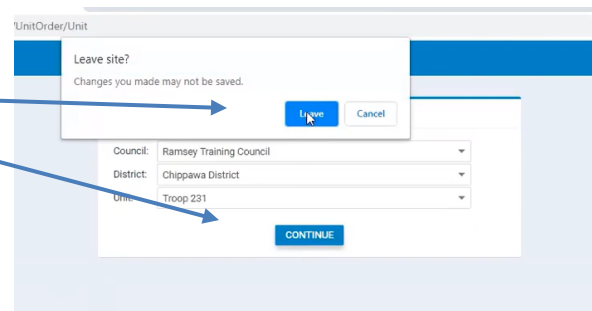
Show-N-Sell 7/5/20 - 13/14/20
Unit Orders Due: 7/13/20
Council Order Due: 7/13/20
Any returns are due to the Council Office no later than October full case quantities and unopened.

View Product Listing
0 of 5 Unit(s) Committed
0 of 5 Unit(s) Placed an Order
View Unit Orders

Take Order 7/13/20 - 11/20/20
Unit Orders Due: 7/14/20
Council Order Due: 7/14/20

View Product Listing
0 of 5 Unit(s) Committed
0 of 5 Unit(s) Placed an Order
View Unit Orders

After selecting your Council, District and Unit information click on “Continue...Leave.”



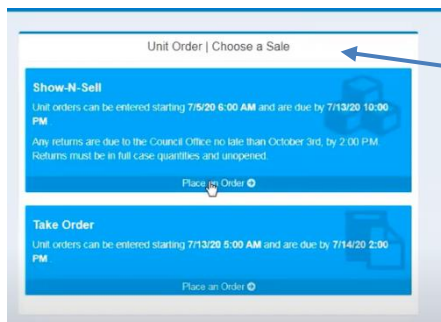
UnitOrder/Unit

Leave site?
Changes you made may not be saved.

Yes Cancel

Council: Ramsey Training Council
District: Chippawa District
Unit: Troop 231

CONTINUE



Unit Order | Choose a Sale

Show-N-Sell
Unit orders can be entered starting 7/5/20 6:00 AM and are due by 7/13/20 10:00 PM.
Any returns are due to the Council Office no later than October 3rd, by 2:00 PM.
Returns must be in full case quantities and unopened.

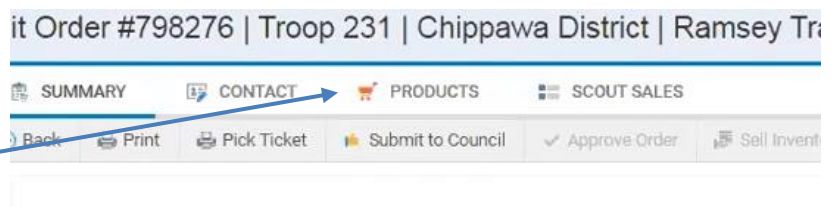
Place an Order

Take Order
Unit orders can be entered starting 7/13/20 6:00 AM and are due by 7/14/20 2:00 PM.

Place an Order

On the next screen select the sale you are placing an order for.

Click on products.



Unit Order #798276 | Troop 231 | Chippawa District | Ramsey Training Council

SUMMARY | CONTACT | PRODUCTS | SCOUT SALES

Back | Print | Pick Ticket | Submit to Council | Approve Order | Sell Inventory

Use the “Order Quantity” column to place your order. The system will automatically round up to the nearest case.

	Price	Qty Needed from Scout Sales	Order Quantity	Total
	\$10.00	0	36	\$0.00
Qty will automatically round up to nearest whole cases increment of 12.				
	\$20.00	0	0	\$0.00

Unit Order #798276 |

SUMMARY CONT.

Save Layouts

Image	Code	Product Name
	DD	Caramel Pop

After entering all products that you would like to order click “save”

DON'T FORGET TO HIT “SUMMARY” TAB AND CLICK “SUBMIT TO COUNCIL” BEFORE EXITING!

[For a full video on how to order, print your order invoice and much more check out this training video.](#)

SHOW-N-SELL ORDERS ARE DUE JULY 30TH.

Placing your unit Show-N-Sell order requires some background information about your past sale and what you are doing different this year. You should have at least one Show-N-Sell date / time / location confirmed before you make a Show-N-Sell order. Have you considered doing a Show-N-Deliver method where you take product door to door to sell in the neighborhood?

Consider where you are conducting a Show-N-Sell and how many hours you plan on selling. A standard Show-N-Sell in front of a good location will generally make \$100-\$125 an hour in sales. If you plan to go door to door in neighborhood to conduct a Show-N-Deliver, then your sale rate doubles to \$200 to \$250 an hour. Know what products sold well last year and remember that some people buying at a Show-N-Sell may want to sample the product before they buy.

Show-N-Sell orders must be done by case. Keep a good inventory of your product because you will use any leftover inventory from Show-N-Sell to fill your Take Orders. This will reduce the amount of inventory after the sale. For your convenience Take Orders will be done by container to help reduce unsold inventory. Your goal with Show-N-Sell is to try and sell out of all the popcorn you order. It is a good thing to sell out of an item.

TAKE ORDERS ARE DUE OCTOBER 29TH.

Before you place your Take Order make sure every Scout who sold popcorn is entered into your account. This will help you with tracking the sale and placing the prize order. If a Scout is not in the system, but sold popcorn there is no way for them to receive their prizes.

Take Orders are done by container. To help reduce the possibility of unsold popcorn we allow you to place your Take Order by container.

Once you have collected all of the Scouts Take Order sheets enter them into the popcorn system. Then you will have a master order form of how much popcorn you need to order. Have the inventory of any leftover Show-N-Sell handy and make sure to subtract that from your Take Order, this will reduce or eliminate any leftover popcorn from your sale.

For example, if you have 3 containers of Kettle Corn Microwave and 5 containers of Caramel Corn that did not sell at your Show-N-Sell make sure to inventory that and keep a record of it.

When you total all of your Scout's Take Order sheets you find out that you need 18 Kettle Corn Microwave and 25 Caramel Corn BEFORE you place your order SUBTRACT your inventory from Show-N-Sell and reduce your order to $18-3=15$ **Kettle Corn** and $25-5=20$ **Caramel Corn**.

PROPER INVENTORY OF SHOW-N-SELL WILL REDUCE OR ELIMNATE ANY LEFT-OVER POPCORN.

POPCORN DISTRIBUTION / PICKUP

There are two different distribution days. The first is for your unit to pre-order popcorn that you plan to use for Show-N-Sell, the second is for your Take Orders.

When you plan to pick up your popcorn the last thing you want is to find out is that you don't have enough room. The person that is picking up your popcorn needs to know how many cases your order is, that way you can use the chart below to determine what size vehicle you need or if you need more than one vehicle.

20-30 Cases - A standard size car without any passengers

40-50 Cases – A mini-van or large SUV without the back seats

100 Cases – Standard size utility van without passenger seats

200 Cases – Moving truck about 12 feet long



POPCORN DISTRIBUTION / PICKUP

SHOW-N-SELL

Popcorn is scheduled to be at the distribution locations by Wednesday, August 6th. If your unit would like to volunteer to sort and inventory the popcorn that day you will be able to take your popcorn with you once the sorting and inventory is completed. Contact your District Popcorn Chair if you would like to help with the sorting and inventory to get your popcorn on the 6th.

August 15th 8:00 A.M. – 4:00 P.M.

You will be asked to schedule a time for pick up between 8:00 a.m. and 4:00 p.m. When you arrive at your location make sure to have your popcorn order for your Show-N-Sell. Please be patient as we may have several units arrive at the same time. When it is your turn you will be asked for your unit confirmation order form and you will be shown where your order is. It is up to you to confirm that your order is correct, please double check the order before you start loading your vehicle. Once you have confirmed your order is correct it will be up to you to load your vehicle. We will provide assistance if possible but please don't count on it as we may not have enough volunteers that day to help everyone.

TAKE ORDER

Popcorn for Take Orders is scheduled to be at the distribution locations by Wednesday, November 12th. If your unit would like to volunteer to sort and inventory the popcorn that day you will be able to take your popcorn with you once the sorting and inventory is completed. Contact your District Popcorn Chair if you would like to help with the sorting and inventory to get your popcorn on the 12th.

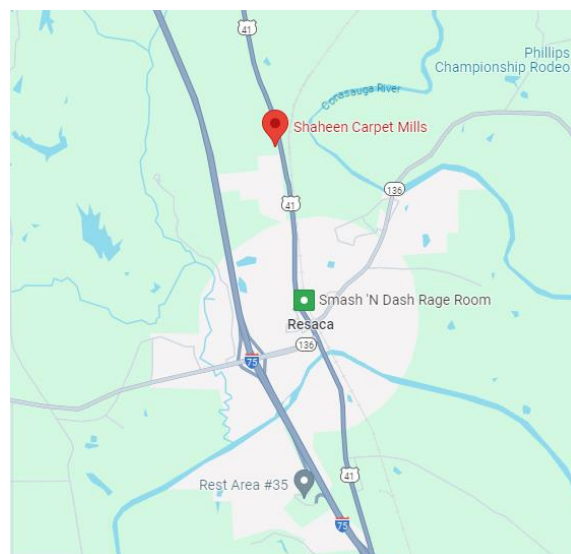
FRIDAY NOVEMBER 14TH 8:00 A.M. – 4:00 P.M. Local Time

You will be asked to schedule a time for pick up between 8:00 a.m. and 4:00 p.m. local time. When you arrive at your location make sure to have your popcorn confirm order for your Take Order. Please be patient as we may have several units arrive at the same time. When it is your turn you will be asked for your unit confirmation order form and you will be shown where your order is. It is up to you to confirm that your order is correct, please double check the order before you start loading your vehicle. Once you have confirmed your order is correct it will be up to you to load your vehicle. We will provide assistance if possible but please don't count on it we may not have enough volunteers that day to help everyone.

DISTRIBUTION SITES

Shaheen Carpet Mills- 3742 US-41, Resaca, GA 30735

It is up to you to confirm that your order is correct BEFORE you start loading your vehicle.

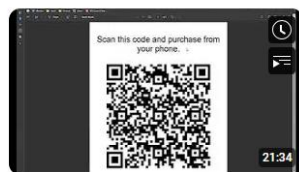


Video Training

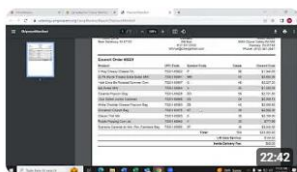
[CAMP MASTER POPCORN APP](#)

[Scout Account Registration for Camp Master Video](#)

For a full list of videos for Camp Master check out them out on



Taking Credit Cards on Unit and Scout Dashboard
220 views • 9 months ago



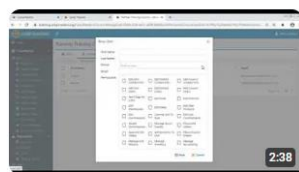
CAMP MASTERS POPCORN How to Place a Council Show and Sell Order
128 views • 9 months ago



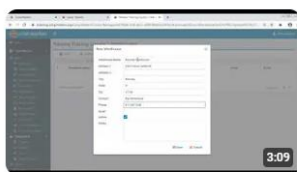
Setting Up Council Sales Products and Commissions | CAMP MASTERS POPCORN
249 views • 3 years ago



SCOUTS: Add CAMP MASTERS App to Your Smartphone | CAMP MASTERS POPCORN
504 views • 3 years ago



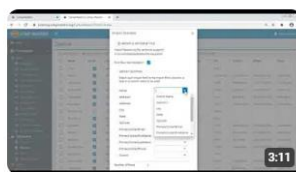
Adding Council Users | CAMP MASTERS POPCORN
80 views • 3 years ago



Adding Warehouses | CAMP MASTERS POPCORN
47 views • 3 years ago



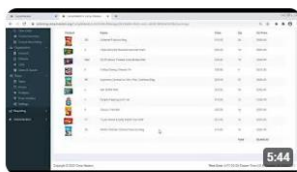
Create a Stellar Scout Profile | CAMP MASTERS POPCORN
681 views • 3 years ago



Importing Districts | CAMP MASTERS POPCORN
38 views • 3 years ago



Importing Units | CAMP MASTERS POPCORN



Place Your Unit Show-N-Sell Order | CAMP MASTERS POPCORN



Preparing and Submitting Your Council Order | CAMP MASTERS POPCORN



Scout Registration with Parent or Guardian Email Address | CAMP MASTERS POPCORN

POPCORN PAYMENT

ALL POPCORN PAYMENTS ARE DUE ON OR BEFORE DECEMBER 5th. There will be a 5% commission reduction for late payments on popcorn and Moon Pie payments.

**PAYMENT IS TO BE MADE WITH ONE CHECK PAYABLE TO:
NORTHWEST GEORGIA COUNCIL**

We recommend that you take payment from customers when they place an order. Too often we hear of large orders that someone makes and when it comes time to deliver, they don't have the money to pay for it.

Give your families the chance to turn in money throughout the sale. This requires a good treasurer and record keeping but also reduces the risk of cash getting lost or stolen. When you have good controls in place for cash and your unit finances people have greater confidence and willingness to sell more.

If you have questions regarding your payment, please contact your district executive.



Setting Your Unit Goal

Setting your popcorn goal is tied directly with the quality of the program your unit wants to provide. A financially strong unit has the ability to provide a high-quality program without creating added demands on the parents in the unit. In order to set a popcorn goal, you should conduct an annual program planning for your unit to decide what events and activities you want to do. The cost of these events and activities is created and an annual budget is developed. Budget development tools are available at our [council website](#).

*Average sales were 170% higher among
SCOUTS who set a sales goal.*

*Average sales were 89% higher among
UNITS who set a sales goal.*

If you have an annual budget developed it is easy to calculate your popcorn goal.

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Annual Budget Expenses for Unit Unit Commission Unit Gross Sales Goal

The next step is to make sure every Scout knows what their minimum goal needs to be.

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Unit Gross Sales Goal Number of Scouts Scout Sales Goal

UNIT POTENTIAL

What is the potential of your unit popcorn sale? Have you considered what a \$10,000 popcorn sale would mean for your Pack or Troop? Is a \$10,000 sale even possible for a 20 scout Pack or Troop?

POPCORN SALES POTENTIAL

<u>Average Sale per Scout \$301</u> (About 1.5 Hours Show-N-Sell)	<u>Average Sale per Scout \$600</u> (About 3 Hours Show-N-Sell)
Number of Scouts in unit: 20	Number of Scouts in unit:20
Commission: 35% if unit has \$301 average	Commission: 40% if unit has \$600 average
Gross Sale: \$6,020	Gross Sale: \$12,000
Unit Commission: \$2,107 (\$105 per Scout)	Unit Commission: \$4,800 (\$240 per Scout)

QUICK GOAL SETTING

There are times when it was not possible to do all the advanced planning that you would have liked to do before the popcorn sale. If this is the first time your unit is selling, or you have not been able to sit down to develop an annual unit budget here is a quick and easy way to calculate a unit goal.

Here is a quick way to calculate a Unit and Scout goal for your Pack or Troop

POPCORN SALES UNIT GOAL – MAKE SCOUTING FREE FOR YOUR SCOUTS

Cub Scout Pack (20 Scouts)

Scouts BSA Troop (20 Scouts)

Advancements (20 Scouts x \$12) = \$240

Advancements (20 Scouts x \$10) = \$200

Den / Pack Meetings (20 Scouts x \$54) = \$1,080
(\$2 per scout per Den and Pack Meeting with
18 Den Meetings and 9 Pack Meetings a year)

Camp Outs (20 Scouts x \$100) = \$2,000
(\$10 per boy per Campout with 10 Campouts a year)

Registration (20 Scouts x \$85) = \$1,700

Registration (20 Scouts x \$85) = \$1,700

Scouts' Life (20 Scouts x \$15) = \$300

Scouts' Life (20 Scouts x \$15) = \$300

Minimum Total Annual Budget = \$5,420

Minimum Total Annual Budget = \$4,200

Minimum Popcorn Goal: $\$5,420 \div 40\% = \$13,550$

Minimum Popcorn Goal:
 $\$4,200 \div 40\% = \$10,500$

Minimum Per Scout Goal: \$677

Minimum Per Scout Goal: \$525

OTHER FACTORS

Take into consideration that your Pack or Troop may have some equipment needs or wants such as new tents or a new pinewood derby track. These items are easily added to your annual budget and will generate additional excitement for the sale when everyone is working towards something that is needed to improve the quality of your program.

SELLING \$300 IN POPCORN

Make it easy for parents and Scouts to understand how easy it is to reach their sales goal.

Remember the way to eat an elephant is one bite at a time. In order to tackle big goals in Scouting we break it down to smaller goals. On average a Scout who goes door to door in a neighborhood will sell \$250 an hour. If they participate in a Show-N-Sell expect about \$50 an hour. Two good hours selling door to door will almost guarantee \$300 in sales.

Remember also that the stronger the relationship the Scout has with the customer the more they will buy. So don't forget to ask grandmothers and grandfathers, aunts and uncles, and friends at church.

Dear Scout Parent(s):

Here is the important information about our annual Popcorn fundraiser.

Important dates

Our sale will begin on _____ and end on _____

All online sales count toward Scout Rewards from Aug. 1 through November 14th

We will have a Unit Popcorn Kickoff:

Date _____ Time _____ Location _____

Money turn in date is _____

Popcorn Pickup Date _____ Location _____

Goals

Our unit's popcorn sales goal is \$ _____

Each Scout's sales goal is \$ _____ to pay for a great Scouting program.

We plan to use the money we raise to do the following things:

1 _____

2 _____

3 _____

Our unit's \$ _____ Club rewards will be:

1 _____

2 _____

3 _____

Have questions -- need more information?

We can help you prepare for the sale and can answer any questions you have.

Contact: _____ Email: _____ Phone: _____

Contact: _____ Email: _____ Phone: _____

Unit Popcorn Chair Check list

- ☐ Review Unit Popcorn “Kernel” Guide (this guidebook)
- ☐ Sign up unit to sell popcorn by going to: www.Campmasters.org
- ☐ Set up unit account with Camp Masters.
- ☐ Set a unit goal with Unit Committee Chair / Treasurer / Top Leader
- ☐ Set a date for unit kick-off meeting.
- ☐ Set dates for Show-N-Sell and secure location.
- ☐ Send out reminder to parents about kick-off meeting.
- ☐ Place Show-N-Sell order (July 30th Deadline)
- ☐ Every Scout sets a goal.
- ☐ Enter Scouts into Camp Master System
- ☐ Ask Scouts how much they have sold every week and recognize Scouts as they sell
- ☐ Arrange for Show-N-Sell order to be picked up (August 15)
- ☐ Conduct Unit Kick-Off Meeting
- ☐ Conduct Show-N-Sells
- ☐ Remind parents of when Take Order forms are due and when money is due.
- ☐ Collect all Take Orders and place order (October 29 Deadline)
- ☐ Arrange for Take Order to be picked up (November 14th)
- ☐ Collect all money due from parents and Scouts.
- ☐ Confirm which prizes were earned by each Scout.
- ☐ Pay for Popcorn and turn in all Prize Orders (December 5)
- ☐ Make sure all popcorn is delivered to customers.
- ☐ Recognize Scouts who reached their goal and those who were top sellers.

Scan the Code to place your Moon Pie Order

