

INDIAN NATIONS COUNCIL, BOY SCOUTS OF AMERICA

# 2023 POPCORN SALE LEADER'S GUIDE

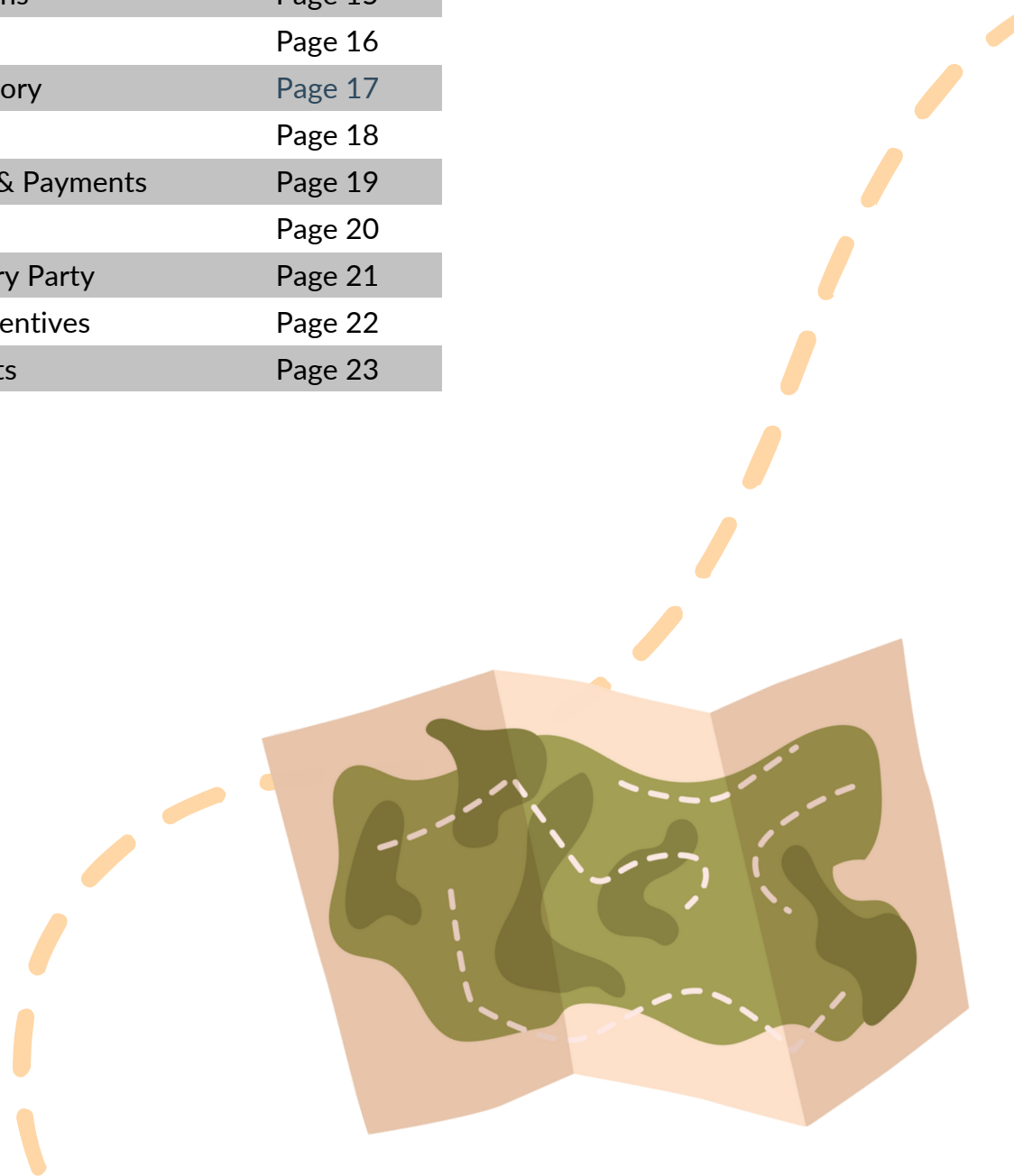


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# IMPORTANT DATES

<b>Council Mail Take Order Forms</b>	Mon., July 24th	
<b>Online Sales Open</b>	Sun., July 30th	campmasters.org, 11:00 pm
<b>Council Popcorn Kickoff</b>	Wed., August 2nd	Scout Resource Center, 6:30 pm
<b>Unit Show &amp; Sell Orders Due</b>	Wed., August 9th	campmasters.org, 11:59 pm
<b>Take Order Sale Begins</b>	Fri., August 11th	
<b>Staff/Volunteer Sorting</b>	Thu., August 31st	Premier Logistics, TBD
<b>Popcorn Pickup</b>	Fri., September 1st	Premier Logistics, 3:30 -7:00 pm
<b>Popcorn Pickup</b>	Sat., September 2nd	Premier Logistics, 8:00 am-12:00 pm
<b>Unit Take Orders Due</b>	Wed., October 18th	campmasters.org, 11:59 pm
<b>Show &amp; Sell Returns Deadline</b>	Wed., October 18th	Scout Resource Center, 5:00 pm
<b>Show &amp; Sell Money Due</b>	Tue., October 24th	Scout Resource Center, 5:00 pm
<b>Unit Prize Orders Due</b>	Tue., October 24th	Scout Resource Center, 5:00 pm
<b>Staff/Volunteer Sorting</b>	Thu., November 9th	Premier Logistics, TBD
<b>Popcorn Pickup</b>	Fri., November 10th	Premier Logistics, TBD
<b>Popcorn Pickup</b>	Sat., November 11th	Premier Logistics, TBD
<b>Take Order Money Due</b>	Fri., December 1st	Scout Resource Center, 5:00 pm
<b>\$1500 Club Victory Party</b>	Sat., December 2nd	Incredible Pizza Co., 10:00 am



IMPORTANT DATES

The annual popcorn sale remains an excellent opportunity for Scouts and units to fund their entire year of Scouting. With the rising cost of membership fees, a successful popcorn sale is critical to the stability of our units. All proceeds stay right here to help support local Scouts.

That's 73% that goes to Scouting. While a portion of that goes to directly support your Scout unit, the remaining portion gets reinvested into supporting your unit, and into local programs and supplies. So by selling, you not only help your unit, but you help Scouting as a whole. **That means new equipment at camp and enhanced facility improvements so that your unit can enjoy every moment of their stay.**

**When participating in popcorn, Scouts gain self-confidence, people skills, money management, salesmanship, and business ethics – things that help prepare them for life! These are great values and skills for youth to learn.**

## Communication & Public Speaking

Many of us have experienced an early school memory of getting up in front of the classroom to do a presentation or oral report only to freeze and forget everything that we had prepared. This is because we allowed our nervousness and self-doubt to creep in and take over instead of being confident about what we had to say. And even as adults, many of us still dread the act of public speaking and debate. That's why mastering the art of public speaking should be taught to children. The skills we learn from public speaking tie directly into our everyday lives and are often the foundation of successful communication, leadership, and performance. Whether it's in our career paths or personal relationships, public speaking skills have a huge impact.

## Builds and Improves Confidence

Mastering the art of public speaking empowers Scouts to view themselves in a different, more positive light. It helps them learn practical communication skills, ultimately boosting self-confidence and other soft skills. Having a positive self-image enables Scouts to talk more easily and naturally, which will help those who are inherently shy in nature. **Once your Scouts starts public speaking, they will feel like they are delivering value to their audience, which in turn helps them develop faith in themselves and provides a sense of pride in their work.**

## Salesmanship & Entrepreneurship

Learning to set and reach goals through action helps Scouts develop important business skills. They learn how to best represent themselves and persuade others. In the future, they can use these tools to gain funding for a revolutionary business idea or be a strong team leader within their organization.



## The most successful units use all methods!

### Show & Sell

Set up a Show Sell booth at a storefront or high foot traffic location.

Contact store or location to obtain permission to set up a Show Sell booth. Popcorn Kernel should set up a schedule for Scouts with specific times of participation. Scouts should wear their uniforms and have a speech prepared for when approaching customers. Sales credit can be split up among Scouts for prizes.

### Show & Deliver

Take Show Sell product door-to-door, also known as Show & Deliver or Wagon Sales.

Most effective sales method that involves the Scout soliciting orders at the customer's residence. This method is preferred for neighborhoods close to home. If the desired product is not on hand, an order can be taken, and product delivered later. Use a wagon to tote around the popcorn, making it a quick and easy process for the customer! \*\*Many homeowners say that no Scout has ever come to their door, missing this great opportunity!\*\*

### Take Order

#### Door-to-Door Sales

Scouts utilize the order form for customers to place an order for product. The Scout turns in the order form to the unit's Popcorn Kernel. The product is then ordered and delivered later. Units will pick up the order from the Council's pickup location and distribute it to Scouts. Scouts will be responsible for delivering the product in a timely manner. It is up to the unit to decide if money will be collected at the time the customer places the order or when the product is delivered.

### Corporate Sales

There are many ways to sell popcorn to businesses. Some businesses will allow you to sell to their employees and some will let you post an order form in a lobby or break room. Focus on companies who give out year end or holiday gifts to employees or customers. Banks, insurance agents, car dealers, doctors, dentists, and realtors are all good examples. If a company is interested and needs assistance with special ordering, please contact the Scout Resource Center.

### Online Sales

Join the thousands who've raised over 12 Million for their Scouting adventures! Scouts can create their own online fundraising page and share it with family and friends via email, social media, and text message. Family Friends are able to visit the Scouts fundraising page and place orders on their behalf. The product is shipped directly to the Scouts family/friends It's a great way to reach family and friends outside of your community!



# SHOW & SELL PRODUCTS



3 Way Cheesy Cheese  
\$40



Supreme Caramel Corn  
\$30



22 Pk  
Movie Theatre Butter  
\$30



Classic Trail Mix  
\$25



14 Pk  
Roasted Summer Corn  
\$20



12 Pk Kettle Corn  
\$20



12 oz.  
Honey Roasted Peanuts  
\$20



Purple Popping Corn  
\$15



Caramel Corn  
\$15







# ONLINE PRODUCTS



3 Way Cheesy Cheese  
\$69.00



22 pk Movie Theater  
\$53.94



Salted Jumbo Cashews  
\$48.19



Supreme Caramel Corn  
\$47.50



Choc. Drizzled Caramel  
\$47.50



Classic Trail Mix  
\$47.50



Cinnamon Crunch  
\$41.00



14 pk Roasted Summer Corn  
\$40.80



12 pk Kettle Corn  
\$40.78



White Cheddar Cheese  
\$40.78



Honey Roasted Peanuts  
\$40.49



Caramel Corn Bag  
\$34.05



Purple Popping Corn  
\$34.05



6 pk Butter  
\$28.00

Products above are available for online sales and prices include shipping!

The **Popcorn Kernel** oversees operations of the Unit's popcorn sale. This is an important leadership role within the Unit. The Popcorn Kernel ensures distribution, promotion, reporting and payments for Unit's entire sale period. They also work closely with their Unit committees and District Popcorn Kernel.

**The best part is leading their #PopcornSquad in the Unit's goals for the sale.** This includes:

- Encouraging Scouts to Earn Their Way
- Developing the Overall Sale Strategy for the Unit
- Establishing Relationships with Community Businesses
- Helping Parents Support Their Scout
- Guiding the Unit's Progress to Their Sales Goal
- Gathering and Distributing Important Information
- Running Logistics for Product and Sales Earnings
- Rewarding Scout Efforts with Great Prizes
- Hosting an EPIC Unit Kick-Off Celebration



**Your #PopcornSquad includes** (based on your Unit and District Size):

- District Popcorn Kernel - Your right-hand in all things popcorn
- Unit Committee Members - Helping you develop the plans and budgets
- Assistant Popcorn Kernel - Your left-hand in all things popcorn
- Kickoff Kernel - Your party planning partner
- Show-N-Sell Kernel - Your logistics coordinator (preferably with a truck!)
- Pickup Kernel - Your warehouse watchdog for product inventory
- Prize Kernel - Your fun-lovin' prize patrol buddy
- Communications Kernel - Your social media / email master spreading popcorn love

As exciting as these position titles are, people tend to be more receptive when asked to execute a specific task, not just serve a role in the popcorn sale. **When asking for help, be sure to say what you specifically NEED help with and how much time you think it will take them.**

### Tip

For example, instead of: Hey Sarah, will you volunteer as Kickoff Kernel this year?

Ask: Hey Sarah, your creativity and crafting skills are top notch. Would you help me with decorations and games for the Popcorn Kickoff? I'm thinking it will take us about 5 hours in planning and decorating day of, plus whatever time you'd estimate for creating them.

## KERNEL CHECKLIST

### My #PopcornSquad

**District Kernel**  
Phone  
Email

**Assistant Kernel**  
Phone  
Email

**Kickoff Kernel**  
Phone  
Email

**Show-N-Sell Kernel**  
Phone  
Email

**Pickup Kernel**  
Phone  
Email

**Prize Kernel**  
Phone  
Email

**Communications Kernel**  
Phone  
Email

- Attend Popcorn Trainings
- Plan Annual Scout Program (w/ Unit Committee)
- Review Commission Structure & Prizes
- Determine Additional Unit Prizes
- Set Budget for Program (**Use Unit Fillable Budget**)
- Recruit Your #PopcornSquad
- Update Scout Roster (w/ Membership Chair)
- Direct Scouts to Self-Register or Update Bio**
- Determine Per-Scout Fundraising Goal (**Use Scout Goal Worksheet**)
- Secure Storefronts (as / where possible)
- Create Unit Timeline for Popcorn Sale
- Establish Guidelines for Popcorn Pickup, Returns & Money**
- Confirm Show-N-Sell Locations & Times
- Prepare / Update COVID-19 Guidelines
- Place Unit Popcorn Order
- Host Unit Kickoff Meeting
- Prepare and Distribute Handouts
- Share Tips & Ideas for Selling Popcorn
- Provide Selling Incentives & Games for Scouts
- Coordinate Pick-Up / Drop-Offs at District Warehouse
- Encourage Scout & Parent Participation
- Share Selling & Marketing Strategies
- Help Scouts Share Their Online Selling Link
- Place Final Popcorn Order
- Order and Distribute Prizes
- Remit Product Payments to Council
- Contact District Kernel as Needed for Assistance
- Celebrate!





**A Per-Scout goal is a lot like a merit badge or skill requirement.** In Scouting, we often tell Scouts that to receive an award, they must "do, tell, show, demonstrate, etc." All Cub Scouts are held to the motto of "Do your Best." Scouts want to succeed. Helping them to succeed in the popcorn sale for the health and strength of the unit is no different. We simply need to be able to help our Scouts define success. Use the formula below to help you set unit and Scout goals. Be sure to ask your Unit Treasurer and Unit Committee to help prepare your budget and popcorn sales goals.

## Goal Setting Formula

<b>Total dollars your unit plans to spend this year</b> (i.e. \$2000)	<b>Unit Budget \$</b>
<b>Divide the unit budget by the popcorn commission %</b> (Use the percentage provided by Council to compete this exercise)	<b>Unit Sales Goal \$</b>
<b>Divide the unit sales goal by the number of selling Scouts</b>	<b>Per Scout Goal \$</b>

- Set a unit goal ( 2%-5% increase)
- Set a per Scout sales goal
- Communicate the per scout goal at the unit kick-off
- After sharing the goal, highlight what the unit goal pays for and how that benefits each Scout
- Remind scouts and parents of the Unit and Per Scout goal throughout the sale.
- Reward Scouts for achieving the Per Scout Sales Level.
- Encourage all Scouts and families to participate and achieve the per Scout goal.
- Develop unit incentives to encourage Scouts and families to sell.

If you're not setting goals in sales and in life, then you're letting someone else dictate the path. By setting **SMART goals**, you have something to strive for which helps you push and measure your progress. Set a specific goal to sell 20 bags in an hour which was an increase in your previous outing where you sold 15 bags. This was your short-term goal which aligned with the larger goal of selling 750 bags of popcorn. With this goal in mind, you will end of crushing your goal.



**A great popcorn sale starts with a great popcorn kickoff!** Follow these simple steps to start your popcorn sale with a BANG and motivate your Scouts, parents and other volunteers.

1. **Set the Agenda.** Think of things that are fun and fast paced. This helps build energy and excitement for the popcorn sale. Scouts will leave ready to earn their way selling delicious popcorn!
2. **Ask for Help.** Enlist others to help you pull off a fun and exciting popcorn kickoff! No need to try and take it all on yourself.
3. **Know Your WHY.** Share the exciting Scouting Program that this fundraiser will support. Talk about the activities and what the Scouts will experience and reiterate that it can all be paid for by POPCORN!
4. **Review the Forms.** Show Scouts the forms they'll be using in detail so they understand how to use them to promote the products and capture orders.
5. **Build their Profile.** Have each Scout register or update their profile at [CAMPMASTERS.org](http://CAMPMASTERS.org).
6. **Ready to Sell!** Add CAMP MASTERS to their phones.
7. **Sharing is Caring.** Explain how they can share their CAMP MASTERS profile link with friends, family, and through social media.
8. **Cover What's Critical.** Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
9. **Focus on the Goal.** Motivate Scouts to take on the Unit Scout goal and to pick an awesome prize as part of their goal!
10. **Create a Memory.** End the night with a fun and memorable event! Scouts love to be part of the action. And they always love a good pie to the face of their Unit Leader!

## Sample Kickoff Agenda

- **Grand Opening (5 mins)**

Play music, dim the light and have fun!

- **Share your Scouting program & promote upcoming adventures (10 mins)**

Make sure families understand the benefits of selling popcorn and how it pay for their program.

Highlight key dates that are important to the popcorn sale

- **Train your Scouts (10 mins)**

Explain the different ways Scouts can sell: Show-N-Sell, Show & Deliver, Take Order. Digital Take Order and online at [CAMPMASTERS.org](http://CAMPMASTERS.org)

- **Showcase your Scout Rewards (5 mins)**

Introduce your unit incentive program, including the CAMP MASTERS High Achiever program.

- **Big Finish**

Have top sellers from last year spray the leaders with silly string.

Send everyone home motivated to sell.

**Keep it FUN! Keep it MOVING! Keep it SHORT!**



**SELL SELL SELL.** Keep Scouts motivated! Do one fundraiser per year and do it well! Some ideas to keep Scouts motivated: arrange den/patrol competitions, continuously share what prizes and incentives are available at each sales level, remind parents about how the popcorn sale pays for their program, and give regular updates on your unit's progress towards your sales goal.

**FIND A HOOK;** Make the sale fun. The scouts that have the most success are the ones that view this as FUN way to earn and win cool prizes, help their Pack or Troop, and have some friendly competition with their fellow Scouts. Leaders should make sure to create a fun and supportive environment that rewards sales success while supporting every Scout's efforts regardless of their sales.

**CREATE A GOAL.** Units that have a written down and expected goal sell more. Scouts who either have a goal assigned by the unit OR one they've selected sell **MUCH** more.

**INSPIRE COMPETITION.** Award a special prize to the Den or Patrol that has the highest average sales per Scout, award trophies, or ribbons to the Individual Sales leaders in each Den or Patrol.

**WEAR SCOUT UNIFORM.** The Popcorn & Adventure Card fundraisers are the only approved fundraisers that Scouts may wear their uniform. Everyone loves to support a Scout in uniform!

**SET UP SHOW & SELL DATES EARLY.** Time slots at businesses go fast! Begin to request date/times in the summer before school starts. Think "outside of the box" for locations!

**HAVE ORGANIZED NEIGHBORHOOD CANVASSING OR "BLITZ" DAYS.** Have Scouts meet with unit popcorn in a parking lot or nearby location with designated streets for each den, patrol, etc. to canvass. If the Scouts have the product, they don't have to return to the house and the customer gets their product at the point-of-sale (Show-and-Deliver).

**DECIDE IN ADVANCE HOW YOUR UNIT IS GOING TO DIVVY UP SALES.** Either give each Scout an equal share or pro-rate on a time basis.

**HAVE UNIT LEVEL REWARDS.** Some ideas: gift cards for top seller or top den(s)/patrol(s), pie in the CM/SM face, free camping trip, dues refunded, special unit activity if they sell above X dollars, free pizza party for the highest selling den, etc. Find freebies at local stores such as free oil change, free massage, free day spa, etc. for the parents! Parents who are motivated will get their scouts selling.

**ACCEPT CREDIT CARD PAYMENTS.** No cash, no problem! Having a method to accept credit card payments can drastically increase sales. It alleviates the customers response of "I don't have any cash."

**COMMUNICATE WITH SCOUTS AND FAMILIES OFTEN:** Check up on how they are doing, keep them informed of the great CAMP MASTERS rewards and unit incentives.

**GIVE YOURSELF ENOUGH TIME TO COLLECT MONEY AND PLACE ORDER.** Make the forms and money due to the Den Kernels or Patrol Kernels about a week before you have to place the order. The Assistant Kernels then give you what they collected several days before so that you can get everything in order, allowing time to track down Scouts who sold but you have not received their form.

**PRACTICE, PRACTICE, PRACTICE!** Have your scouts practice and memorize the following script to maximize sales.

"Hi Sir/Ma'am, my name is \_\_\_\_\_. I'm a Scout with Pack/Troop # \_\_\_\_\_. We're selling popcorn to help raise money for our Pack/Troop. You can help us by trying some of our delicious popcorn. You'll help us, won't you?"

### Selling Tips

- ALWAYS wear your uniform.
- PRACTICE your sales pitch and role play with other Scouts.
- ALWAYS smile and introduce yourself.
- ALWAYS tell your customers why you are selling popcorn.
- KNOW the different kinds of popcorn you are selling.
- ALWAYS say "Thank You".
- ALWAYS make a copy of your order form.
- ALWAYS have a clean order form with a pen.
- The MORE you ask, the MORE sales you have!

**BE SURE to get customer email addresses to send them a "Thank You" email after the sale, reminding them they can re-order online.**

### Safety Tips

- NEVER enter anyone's home.
- NEVER sell after dark unless you are with an adult.
- DON'T carry large amounts of cash with you.
- ALWAYS walk on the sidewalk and driveway.
- ALWAYS sell with another scout or with an adult.

**The key to handling objections is being proactive about dealing with them. Most of us know the objections Scouts will face on a day-to-day basis during fundraising. Scouts should identify them, come up with specific approaches and responses to each of them and then test to see which ones work best.**

### **I cannot eat popcorn...**

That's ok. You can still support us and the military by sending popcorn to troops overseas. Popcorn also makes a great gift for someone else. We also have chocolate covered pretzels that you may like. Which one works best for you?

### **Popcorn is not healthy...**

Many snack foods have lots of fat, but many of our products have less than half the calories of potato or corn chips, plus popcorn is high in fiber! Which one would you like? Suggest the Gourmet Purple Popping Corn Jar. This gourmet popping corn is delicious popcorn contains antioxidants, has virtually no hulls, and tastes great.

### **The price is too high...**

The price is about the same as buying popcorn at the movies, however, 70% of the cost is going to help our Scouting program, so you can feel good about buying and helping. Think of it this way: you are donating to Scouting and this popcorn is your thank-you gift. Which one would you like?

### **We already bought popcorn...**

Great! Thank you! After trying the product, many of my customers find that they would like to send some to family, friends, or to military members overseas. Do you have someone in mind that would like some delicious popcorn?

### **I don't have any money on me...**

That's ok. We take all major debit and credit cards. Which one would you like?

### **I am allergic...**

I'm sorry to hear that. Would you consider sending some popcorn to military members overseas? You can support both Scouting and the military that way.

### **I don't support the Scouts**

Thank you very much for your time. I hope you have a good day.





## If there are people there... sell Popcorn there!

The Indian Nations Council has partnered with Lowes Home Improvement Store AND Bass Pro Shop to schedule storefront sales. Contact Paige at [popcorn@okscouts.org](mailto:popcorn@okscouts.org) to request a shift at Lowe's or Bass Pro Shop.

**But don't just rely on these locations, think outside the box...**

The obvious places are probably outside grocery stores, Walmart, Target, big membership stores like Costco and Sam's Club.

### Less Obvious

**SET up at a LOCAL COLLEGE or UNIVERSITY** - Research busy times on campus and set up shop outside the student union or in front of the library. **Pro Tip - Parent and Family Weekend, Football games. on Friday evenings/weekend mornings/after exams**

**LOCAL EVENTS** - Craft fair, gathering of food trucks at a local farmer's market, local parade, golf tournament, another great place is a sport club, gym or range (with permission o course. Also train or bus stops.

**LOCAL BUSINESSES** - Approach businesses in your area and ask if you can set up a popcorn booth in their lobby or break room.

**NEXT TO ANY ASPCA EVENT** - Also offer dog treats, because cute Scouts + pets = Sympathy and \$\$

### GRAND OPENINGS of BUSINESSES

**HOST A GARAGE POPCORN BOOTH-** Host a pop up booth in a leader's driveway/garage. Scouts would go around the neighborhood the week before and hung door hangers with the day and time of their booth encouraging people to stop and buy.

## Show & Sell Inventory Ordering

Here are a few helpful hints when ordering your show and sell inventory:

- Look at the previous year's order, what was sold, and what was returned.
- Compare the number of Scouts you have this year versus last year - keep in mind that the sale happens during Fall Recruitment Season.
- Adjust your order based on your goal per Scout.
- Check Campmasters.org for How to Order Demo
- If you are new to selling, contact the Council for assistance.

## Excess Product/Products Needed

The "Indian Nations Council Popcorn Team" Facebook Group is a great place to communicate with the Council's Popcorn Team whether you have excess product(s) or need product(s).

Inventory transfers can be done unit-to-unit or through the Council. Excess product can be brought to or picked up from the Scout Resource Center located at 4295 S Garnett Road, Tulsa. Units are also encouraged to use leftover Show & Sell inventory to fill the Unit's Take Orders.

## Unit-to-Unit Inventory Transfers

A unit may transfer product directly to another unit through the Camp Masters online system by submitting a "Unit Inventory Transfer Request". Once you have selecting what units the product will be transferred to and from, you will need to enter the number of individual containers (not cases) that are being transferred. The Council will then need to approve the transfer request.



### Return Policy

- **Final Returns are due by Wednesday, October 18th at 5:00 pm - NO EXCEPTIONS!!**
- **Only FULL cases may be returned**
- **Product must be undamaged and unmarked so that they are re-sellable - opened cases will be inspected**
- **Returns must be brought to the Scout Resource Center located at 4295 S Garnett Road, Tulsa, OK 74146**

## Show & Sell Pickup Dates:

Please note the change due to warehouse space availability!

Friday, September 1st - 3:30 pm to 7:00 pm

Saturday, September 2nd - 8:00 am to 12:00 pm

## Take Order Pickup Dates:

Friday, November 10th

Saturday, November 11th



Unit orders will need to be picked up at:

### Premier Logistics Warehouse

13445 E 59th Street S

Tulsa, OK 74146

- Time slots must be reserved with the Council by scanning the QR codes below.
- Please let us know at time of reservation if you would like to load the product by hand into your vehicle OR if it can be loaded by pallet into the back of a truck, or onto a trailer.
- Double-check your units order when picking up the product
- Please come prepared with the appropriate vehicle(s) based on the size of the order using the graphics below.
- Notify the Council of any errors as soon as possible!



Show & Sell Pickup  
Scheduling



Take Order Pickup  
Scheduling

## WHAT SIZE VEHICLE WILL I NEED?



Mid-size car  
20 cases



Standard SUV  
40 cases



Standard Van  
60 cases



Full size SUV  
70 cases



Pickup  
90 cases



**Base Commission:** 33% of total sale

**Meets Sales Goal:** +2% of total sale

-----  
**TOTAL Possible Commission:** 35% of total sale

**Unit Goal Structure:**

Total \$ Unit Sold in 2022	% Increase Needed for Additional Commission
\$0 - \$1,499	Sell a minimum of \$1,500
\$1,500 - \$2,499	30%
\$2,500 - \$4,999	25%
\$5,000 - \$7,499	20%
\$7,500 - \$9,999	15%
\$10,000 - \$19,999	10%
\$20,000+	Increase Sales Total from 2022

**Money Due Dates**

October 24 - Show & Sell Money Due

December 1 - Take Order Money Due

**Payment Form** - Payments must be made by check only (one check preferred) and must be made payable to "Indian Nations Council, BSA".



# SCOUT INCENTIVES

## INDIAN NATIONS COUNCIL REWARDS

BUY THE PRIZE(S) YOU WANT WITH AN AMAZON.COM GIFT CARD



**Sell \$7,500**  
Earn a \$550  
Amazon.com Gift Card

REWARD IDEAS:



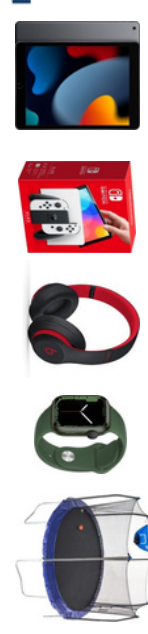
**Sell \$1,000**  
Earn a \$45  
Amazon.com Gift Card

REWARD IDEAS:



**Sell \$5,000**  
Earn a \$350  
Amazon.com Gift Card

REWARD IDEAS:



**Sell \$750**  
Earn a \$30  
Amazon.com Gift Card

REWARD IDEAS:



**Sell \$3,500**  
Earn a \$225  
Amazon.com Gift Card

REWARD IDEAS:



**Sell \$500**  
Earn a \$20  
Amazon.com Gift Card

REWARD IDEAS:



**Sell \$2,500**  
Earn a \$150  
Amazon.com Gift Card

REWARD IDEAS:



**Sell \$350**  
Earn a \$10  
Amazon.com Gift Card

REWARD IDEAS:



**Sell \$1,500**  
Earn a \$75  
Amazon.com Gift Card

REWARD IDEAS:



Guidelines for Indian Nations Council Rewards:  
 1) Prize level earned based on individual sales. No combining of sales with other Scouts.  
 2) Rewards are not cumulative and Scouts must reach or surpass stated sales total to be eligible for the Amazon.com Gift Card amount stated at that level.  
 3) Sell any item to receive the 2023 Popcorn Sales Patch.  
 4) Prize level total based off of the Scout's total sales from Show & Sell, Take Order, AND Online.  
 5) Amazon Gift Cards will be given to your Unit Popcorn Chair.

THE DISPLAYED PRIZES ABOVE ARE NOT DELIVERED BY CAMP MASTERS OR THE INDIAN NATIONS COUNCIL. THESE ARE SUGGESTED PRIZES OR PRIZE IDEAS TO BE PURCHASED ON AMAZON.COM WITH YOUR GIFT CARD IF AVAILABLE. ACTUAL COSTS OF PRIZES ARE ESTIMATES, SUBJECT TO CHANGE, AND DON'T INCLUDE APPLICABLE TAXES AND SHIPPING.



Sell \$1,500 to earn  
an invite for a special  
party & a chance to  
win an Amazon  
Gift Card for up to  
**\$1,000!**

## **EVERYONE WINS!!**

**Gift card values range from \$50-\$1,000!**  
**The more you sell, the more chances**  
**you have to win multiple gift cards.**

**Saturday, December 2, 2023**

Check-In: 10:00 am, Drawing: 11:00 am  
(Must be present to win)

Scouts will receive:

- Incredible Pizza Buffet & Drink
- \$5 Game Card



**The Indian Nations Council will cover the  
cost (Entry, Buffet & Drink) for 1 Adult  
Partner to join the Scout at Incredible  
Pizza Company.**



**IN ADDITION to Council incentives, CAMP MASTERS offers Prizes to recognize Scouts Popcorn Sale efforts.**

The Camp Masters High Achiever Prize Form can be found online at [www.campmasters.org/high-achiever-prizes](http://www.campmasters.org/high-achiever-prizes). The form must be filled out and submitted to earn these incentives.

If your Scouts would like to receive the VISA gift card mentioned below at the \$1500 Club Party, please submit the High Achiever Form along with the Council Prize Order Form by Tuesday, October 24th at 5 pm.



**SELL \$400+ ONLINE  
GET A \$10  
AMAZON GIFT  
CARD**



**SELL \$3000+ TOTAL  
GET 4% BACK ON A VISA or  
E-Gift card**

**OR**



**THIS CAMPING PACKAGE**  
2-Person Tent, 3W-200 Lumen COB LED Headlamp, 4x30 Binoculars, 6-in-1 Cooking Multi-Tool, Cooler Chair Backpack, Metal Campfire Mug w/ BSA Branding, and Sleeping Bag. Image not to scale, items shown larger to show detail.

## INDIAN NATIONS COUNCIL

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## CAMP MASTERS

[www.campmasters.org](http://www.campmasters.org)  
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[customerservice@campmasters.org](mailto:customerservice@campmasters.org)



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