

Product Sale Webinars and Calendar

The secret to a great Sale is to have a great plan, great energy, and Scouts who are having a great time! To help you achieve this the Pennsylvania Dutch Council Product Sale Committee has put together a set of Webinars to help you succeed! You can sign up for any or all of these webinars by going to <http://www.emailmeform.com/builder/form/uYCVDW4d753c19yNv9>

Webinars are open to Kernels, Unit Leaders, Committee Members, and Families

Are you a Brand New Kernel?

If YES, THANK YOU for agreeing to this very important job for your unit. This year we are providing a BRAND NEW Webinar: **New Popcorn and Candy Kernel Fast Start** starting in July. This webinar will cover:

- What is my job?
- What is a Popcorn and Candy Sale?
- What does a good plan look like?
- How do I get started?

Sign up for one of these training sessions:

- July 7th at Noon
- July 13th at 7pm
- August 1st at Noon
- August 10th at 7pm



How to Conduct a Successful Unit Kickoff

The Unit Kickoff is one of the most important elements of the Popcorn and Candy Sale! If you can communicate your plan and get your Scouts and parents excited about this year's sale, you will be able to achieve your unit goal, have fun, and have the best year of Scouting possible.

Sign up for one of these training sessions:

- July 18th at Noon
- August 8th at 7pm

How to Place My Order in the Sales Systems

No, it is not a typo, there are Sales "Systems" that each Kernel needs to be familiar with. In this webinar we will show you how to place your order through Trail's End and then how to place your order with the Pennsylvania Dutch Council!

Sign up for one of these training sessions:

- August 3rd directly following the Kickoff
- August 17th at 7pm
- August 22nd at noon



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Credit Card Sales and the New Tablet Program

Want to grow your sale and get around the excuse of “I’m sorry, but I don’t have any cash?” Our Credit Card Program is a great program available to your unit. This year we are also adding a tablet feature that your unit can use year round! Join us to find out how to best use the reader and to answer any questions that you might have!



Sign up for this training session:

- August 11th at noon
- August 17th at 6pm

New Sale System for Online Orders

Trail’s End has launched a brand new system for selling to friends and family near and far. Learn about some of the exciting changes to the way the Online System works and how easy it is for your Scouts to sell.

Sign up for this training session:

- August 15th at noon
- August 22nd at 7pm

| Date | Action | Show & Sell | Take Order | Combined |
|----------|---|-------------|------------|----------|
| 7/29 | Units submit their Unit Commitment Forms and RSVP for Kickoff | X | X | X |
| 7/1-8/30 | Contact local venues for Show and Sell Opportunities. Schedule early! | X | | |
| 8/3 | Product Sale Kickoff | X | X | X |
| 8/4-9/15 | Units conduct individual kickoffs to share information about the Product sale with their Scouts and their parents. | X | X | X |
| 8/26 | Show & Sell Orders due at Council Support Center or Online. | X | | |
| 9/9 | Units pick-up their Show & Sell product. The unit kernel will be emailed information regarding the pick-up location & time. | X | | |
| 10/24 | Product sale return date. Returns are made to the warehouse by district. Please do not return to service center. | X | | |
| 10/26 | Product sale campaign ends. Unit Orders for the Take Order Sale are due. | X | X | X |
| 10/26 | Prize order completed online or form and incentive sheet due. | X | X | X |
| 11/11 | Unit’s pick-up their Take Order product. The unit kernel will be emailed information regarding the pick-up location & time. | | X | X |
| 12/12 | Product sale money Due - Final deadline. Unit retains base commission on all sales. | X | X | X |
| 12/13 | Late Payments: Units will incur a 3% penalty per week on all outstanding balances due to the Council. i.e. late one week = -3%, two weeks late = -6% and so on. | X | X | X |
| 2/1/17 | Bonus commission and Online Sales commission checks sent to units. | X | X | X |