Unit Popcorn Responsibilities

Main Responsibility: Support your Kernel!

Pre-Sale
- Sign Up for Sale
- Recruit Unit Kernel
- Establish Unit Budget and set goal
- Plan in unit Calendar Kickoff and Show and Sell Dates
- Have Unit Kickoff

During Sale
- Communicate with Kernel and Pack Leadership
- Distribute Prizes at Unit celebration
- Remit Council payment on-time

Helpful hints for during the Sale
- Frequently check with Kernel on progress
- Help as needed on Show and Sells and Wagon Dragin'
- Remind Scouts of weekly incentives
- Chart how close Scouts are to achieving goals

Post-Sale
**Kernel Popcorn Responsibilities**

- Ensure Unit Signed Up for Sale
- Attend council training for leaders
- Line up Show & Sell Locations
- Work with committee to have unit goal and Unit Kickoff
- Ensure youth have Take Order form and Start preorder Take Order Selling
- Plan unit Wagon Dragin'
- Collect preorder Take Order in August to include with Show & Sell order
- Prep Show & Sell order
- Order product
- Pick up Product

**Main Responsibility: Get the product in the hands of the boys that will sell it and keep track of the money!**

**Pre Sale**

- Educate youth and parents on how to set up On-line sales

**Helpful things to do prior to the Sale**
- Encourage Scouts to participate in all types of sales to maximize unit profits
- Chart Scouts goals
- Organize enough help to pick up product on pickup date

**During Sale**

- Sign out Show & Sell product
- Sign out Wagon Dragin' product
- Continue Take Order sales
Kernel Popcorn
Responsibilities

During Sale—cont.

Start Show & Sell sales

Start Wagon Dragin'

Order and pickup additional product as needed from council

Repeat as planned

Collect Money and remaining product from S&S and Wagon Dragin' sales

Turn in money to unit treasurer

Collect Take Order orders

Post Sale

Turn in Unsold product

Prep TO Order

Place TO Order

Pickup and distribute TO Order

Collect Council and Prizemania Prize orders

Collect outstanding money

Turn in outstanding money to unit committee

Place all Prize orders Council and Prizemania

Attend unit celebrations and Distribute Prizes

Helpful hints for during the sale
Keep enthusiasm going during sale ...keep Scouts motivated
Help run Show and Sell sales, double check time slots are filled
Chart how close Scouts are to reaching their goals
Work with den leaders to keep them in the loop
Check with families if additional product is needed

Helpful hints for after the sale
Organize enough help to return unsold product on time if needed
Thank storefronts that allowed Show and Sell Sales
Attend Council recognition if being recognized
Organize enough help to pick up product on pickup date
Youth Popcorn Responsibilities

Main Responsibility: Sell Popcorn and Nuts in a Scout Like Manner!

- Attend Council and Unit Kickoffs
- Set personal Goal
- Sign up for Show and Sells and Wagon Dragin’
- Start preorder TO Selling
- Pick up Product
- Start Wagon Dragin’
- Collect Money and remaining product
- Turn into unit money and remaining product
- Pickup and distribute TO Order
- Collect and turn in outstanding money
- Attend Unit and Council celebrations as earned
- Make sure High Achiever information has been submitted if earned

Helpful hints to boost youth sales
- Participate in On-line sales
- Participate in Show and Sell sales
- Wagon Dragin’ go door to door in your neighborhood, leave thank you note