



2018 Popcorn & Nut Sale Potential

Enter your total number of Scouts, multiply times your Scout Sell Goal and See your gross sales potential. Multiply your Gross Sales Potential by .33 and see your Unit Commission Potential. Change your Commission depending on your Above and Beyond Goal and if you selected the No Prize Option

of Scouts _____

AVERAGE UNIT COMMISSION	33%
UNIT PER SCOUT SELLING GOAL	
GROSS SALES POTENTIAL (UNIT GOAL)*	<small>(Per Scout Goal x # of Scouts)</small>
NET COMMISSION POTENTIAL*	<small>(Gross Potential x 33%)</small>

What kind of Scouting program could you provide your Scouts and parents with

\$ _____
equal to net commission potential
In net dollars to your Unit?!

DREAM BIG! The opportunity to improve your Scouting program is here!

List the fun Scouting activities your boys want participate in next year **HERE!**

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____



BOY SCOUTS OF AMERICA®

PENNSYLVANIA DUTCH COUNCIL

Why Trail's End Popcorn and Whitley's Nuts?

Highest Profit Return-over 70% returned to local Scouting. You can earn enough money to fund your unit's Scouting program needs for the entire year. With part of the revenue generated, the Council uses their portion of the funds to support Scouting programs: camping, training, camperships, etc.

No Up Front Money

A Council administered fundraiser for your unit's successful sale. Units order and pay for just what they need. No risk with getting stuck with extra product (must return unsold product by due date).

A Turn Key Program

All sales tools are provided for success: order forms, online ordering, Scout prizes, training videos, etc.

Proven Product Quality

New flavors combine with superior products and pricing with high consumer appeal. Trail's End products contain no "Trans-Fat" and Microwave products made with Canola oil. 92% of consumers will be repeat customers of these great products.

Teaches Life Lessons

Teaches a Scout the responsibility of "Earning His Own Way" and builds self-confidence. Scouts learn leadership skills and financial skills. The Fall Product Sale, Popcorn and Nuts provides Scouts with an opportunity to earn advancements and merit badges.

Program Support

Council staff and volunteers are available for assistance. Trainings through webinars are available to guide you through to a successful sale.

For additional information contact your District Popcorn Kernel, District Executive or visit us on the web at www.padutchbsa.org/fundraising/popcorn or contact Scott at 717-553-4208 or 524padutchpopcorn@scouting.org.