

## ***Jumpin' Joe's Jammin' Popcorn News #1***

Both Camp Masters Popcorn and Whitley's Peanut Factory will be returning to be a part of our sales package. There will be a few changes with items for the 2020 sale, be watching for further updates.

Prizes will again be from Prize Mania and you will still be able to place your order direct for them from the popcorn order site.

We plan to publish Jumpin' Joe's bi-weekly till to start of What's Poppin' in June.

### ***Sales Tips***

- 1. Recruit your unit Kernel now;** Don't wait until summer to recruit your Kernel. We will be sending out communications throughout the summer to the registered unit kernels with important information and changes on the upcoming sale. You want the best person for the job, and now is the time for the committee to approach who you want. Many committees will take a break in May and even more will do so in June. Don't assume that the Kernel who did it last year will be there this year, be sure to get the commitment. We will also again be offering a special prize, a free case of Summer Roasted Microwave Popcorn corn for all those units who commit to the sale by June 1. The commitment link will be sent out later this month. If you need help contact your District Kernel or Executive.
- 2. Unit Budget;** One of the keys to a successful sale is establishing your unit Budget for the coming year. To set your goal, you need to know how much money you need to raise, and what the funds will be used for. Are you going to pay for recharter out of the sale? Are you going to use a portion, or all to fund camp for participating youth? What additional Pack supplies do you need for the coming year? Think about your plans for the 2020-2021 program year and plan your budget accordingly, then use that budget to set your goal and figure how much you want popcorn to cover. Last year 36% of the units generated between \$3,500 up to \$42,000 for their unit. Would that cover your unit expenses for next year, or at least a big portion of it?
- 3. Start talking about Popcorn;** You want to start getting you youth and parents excited about the upcoming sale. Be sure to highlight your unit's top sellers. Remind them about what the money you raised last year was used for. Did you use the money for a particular experience that was new or different for your youth, and was it a great event? Did your top salesmen get to Pie a leader? Keep it fun and get the excitement started.

**Not getting "Jumpin' Joe's" or "What's Poppin'?"** Send us and email at [robin.kotzmoyer@scouting.org](mailto:robin.kotzmoyer@scouting.org) or [scott.arnold@scouting.org](mailto:scott.arnold@scouting.org). and get added to our distribution list, or if you would like removed please use the same contacts. If you know you will no longer a unit kernel please forward to the current unit leadership. Anyone can receive these communications. It is essential that your Kernel receives it.