



# HOW TO ORDER PRODUCT

## PECATONICA RIVER POPCORN

1. Go to [www.PRPopcorn.com](http://www.PRPopcorn.com) and access your account
2. Click "New Order" on the Dashboard
3. Choose what type of order you are entering and warehouse
  - a. Show & Sell (Due by 08/02/22)
  - b. Take Order (Due by 10/17/22)
4. Enter your order in the fields
  - a. Show & Sell (CASES ONLY)
  - b. Take Order (Cases and Containers)
5. At the bottom of the order page, you may add notes or comments
6. Click "Update" to place your order – ***If you do not click "Update" your order will not move forward for approval.***

## HOW TO VIEW/EDIT AN ORDER

1. Go to [www.PRPopcorn.com](http://www.PRPopcorn.com) and access your account
2. Click "Manage Orders" on the Dashboard ***Orders can only be edited if the status states "Submitted by Unit" – an approved order cannot be edited***
3. To edit – click on "Details" and then "Edit Order" – you can change quantities and notes.
4. Once finished, click "Update" – ***If you do not click "Update" your order will not move forward for approval.***

Order ID	Order Type	Location	Status	Added Date	Retail Total	Product Order Notes
1836295	Show & Sell	Pennsylvania Dutch Council	Approved by Council	5/11/2021	\$6,550.00	test, please call me.
Total					\$6,550.00	

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## Setting a Goal – the Impact on the Unit and the Council



### Scouting Values

- Communication skills
- Scouts learn to earn their own way
- Salesmanship skills
- Scouts learn responsibility
- Self Confidence builder
- Scouts learn perseverance

Enhanced Scouting Programs  
 Provide needed equipment  
 Reduce program costs  
 Camp improvements



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## WHITLEY'S NUTS

1. Go to <http://padutchbsa.org> and click on "Fall Product Sale"
2. Look for the Order Your Nuts buttons
  - a. Show & Sell (Due by 08/02/22)
  - b. Take Order (Due by 10/17/22)
3. Enter your unit information and choose the same warehouse as the popcorn order.
4. Enter your order in the fields
  - a. Show & Sell (CASES ONLY)
  - b. Take Order (Cases and Containers)
5. Click "Submit"

Order your Show&Sell Nut Products

Order your Take Order Nut Products

*Please note that during Show & Sell, you will be able to place additional Show & Sell popcorn and nut orders using the same steps used in the "How to Place an Order" sections. **All Show & Sell orders must be ordered by the case.** Initial Show & Sell order product and Take Order product will be delivered to your chosen warehouse. For additional Show & Sell orders, Council will contact you with delivery/pick-up information. Additional Show & Sell orders must be **paid at pick up.***



## ONLINE SELLING TIPS & TRICKS

- Create a sense of urgency. After all, popcorn and nut season only comes around once a year! Countdowns to the last dates to order are a great motivator for driving sales. Use language that will encourage potential customers to buy from you right now.
- Make an impression. Use clear, eye-catching photos in your marketing materials. This may include pictures of the different popcorn and nuts you are selling, Scouts in uniform, or something tied to the sales goal.
- Highlight products. Share the top-selling products in your lineup! Do you have a new flavor available for purchase?
- Unit Seller ID. Consider creating a generic Seller ID for your unit. Utilize Facebook ads, neighborhood posters, etc. to promote sales in markets individual Scouts might not be able to reach.
- Door Hangers. Add your Seller ID information on each door hanger so customers can purchase and have the product delivered directly to their door!

**Scouts who sell to homes in their neighborhood tend to have the highest positive response from customers. This is usually the BEST way to sell popcorn.**

**Scouts who implement a mixture of sales methods usually exceed their goal.**