



# TRAINING



**We encourage every unit to GET TRAINED!**

There are several training opportunities that will be offered in the Spring, Summer, and Fall for units to get the information they need to have a fantastic 2015 popcorn sale, and raise the necessary funds to support their unit program. Every unit should be represented at the regional, district, and supplemental popcorn training opportunities in 2015.

Training Opportunity:	When is it?	What will be covered?
<b>Regional Popcorn Trainings</b> (by Field Service Council)	Spring & Summer 2015 (by Field Service Council)	<p>Each field service council will offer one or more regional popcorn trainings to introduce the 2015 Popcorn Sale to units. The training will focus on an overview of the sales guide, incentive and prize program, recruiting of unit level popcorn volunteers, and getting your unit signed-up to sell popcorn.</p> <p>For a complete list of regional training opportunities in your area, see your Field Service Council's fact sheet at: <a href="http://www.michiganscouting.org/popcorn">www.michiganscouting.org/popcorn</a>.</p>
<b>Popcorn Kickoffs</b> (by District & Field Service Council)	Fall 2015 (by District & Field Service Council)	<p>Each district will offer one or more district popcorn kick-offs in August to go over the sales guide, provide and hand out all sale materials, and coordinate local popcorn sale initiatives. All units are encouraged to attend this kick-off as all sale materials will be passed out, and the sale will begin.</p> <p>For a complete list of district training opportunities, see your Field Service Council's fact sheet at: <a href="http://www.michiganscouting.org/popcorn">www.michiganscouting.org/popcorn</a>.</p>
<b>Supplementary Training Webinars</b>  For a complete listing of webinar trainings or to register—visit: <a href="https://scoutingevent.com/?mccpopcorntrainings">https://scoutingevent.com/?mccpopcorntrainings</a>	Spring, Summer and Fall 2015.  All Supplementary Training Webinars will be conducted via GoToMeetings.  <b>All webinars will be from 6:30—7:30 p.m.</b>	<p><b>Training Topics:</b></p> <ul style="list-style-type: none"> <li>• <b>Prospecting for Unit Kernels</b></li> <li>• <b>Ordering Sale Materials</b></li> <li>• <b>What Every Kernel Should Know</b></li> <li>• <b>Ideal Year of Scouting / Program Planning</b> <ul style="list-style-type: none"> <li>• <b>Planning YOUR Sale</b></li> <li>• <b>Unit Kickoffs</b></li> <li>• <b>Trails End Support</b></li> <li>• <b>Final Preparations</b></li> </ul> </li> <li>• <b>How to Run an Effective Storefront Sale</b></li> <li>• <b>How To Order Popcorn in the Popcorn System</b></li> <li>• <b>Ordering Popcorn—How Much Should I Order?</b></li> <li>• <b>How to Manage Your Unit's Popcorn Inventory</b> <ul style="list-style-type: none"> <li>• <b>How Do I Order My Unit's Prizes?</b></li> </ul> </li> </ul>