

# Important Popcorn Dates

## August

- 8/1** Online Sales Begin
- 8/13** August **Order Placement** Due  
(Order #1)
- 8/25-27** August Product Pickup  
(Check FSC details for times/places)
- 8/27** SALE BEGINS

## September

- 9/15-17** August Product **RETURNS**  
(Check FSC details for times/places)
- 9/17** **PAYMENTS** - 50% of NET balance due  
Sept **Order Placement** Due  
(Order #2)
- 9/29-30** Sept Product Pickup (Order #2)  
(Check FSC details for times/places)

## October

- 10/1** Sept Product Pickup (Order #2)  
(Check FSC details for times/places)
- 10/27-29** Final Product **RETURNS**  
(Check FSC details for times/places)
- PAYMENTS** - 50% of NET balance due
- 10/29** Oct (Final) **Order Placement** Due  
(Order #3)

## November

- 11/10-12** Final Product Pickups (Order #3)
- FINAL PAYMENT CAN BE MADE  
(Check FSC details for times/places)

## December

- 12/2** **FINAL PAYMENT DUE**  
Final Fill-a-sheets due for Disney Drawing!
- 12/30** **FINAL PRIZE ORDERS DUE!**
- 12/31** Check request issued for any unit with open prize orders.



BOY SCOUTS OF AMERICA®  
MICHIGAN CROSSROADS COUNCIL

# New this year!

## New Ways to Pay

Save yourself the hassle of bringing checks to the office or warehouse! ACH is a Direct Payment that enables you (the unit) to pay electronically using an ACH debit transaction. The unit would authorize MCC to initiate a Direct Payment transaction that withdraws the funds from the unit checking account to pay their bill.

This will be set up on a preauthorized, recurring basis, as noted in this year's program calendar.

If you don't want to use ACH, Units can write post-dated checks when coming to the warehouse. No last minute mailing or making extra trips to the office – just give us a postdated check when going to the warehouse and we'll deposit on the correct date.

## New Products

Individual White Cheddar and Trail Mix in addition to all the favorites of last year; Chocolate Lovers, Sweet and Savory, Cheese Lovers, Chocolate Caramel Crunch tin, Caramel Corn with nuts, Unbelievable Butter microwave, Butter Light microwave, Classic Caramel Corn, Popping Corn.

## Improved Website

Trails End has worked very hard on improving their website to not only make it easier for you to use but for your customers to order online.

## More Important Information

We're not selling popcorn, we're funding adventure! Each unit will now get 34% commission, and all online sales are 50% commission. Final orders will be placed in October, shortening the sale and leaving the Holidays free for family time.

## Keys to Success

Units should plan their Ideal Year of Scouting. Program planning is the first step for successful Scouting and for goal setting. This should take place during the summer before fall reconvening.

Don't wait until the last minute to find your units Popcorn Kernel! Volunteer recruitment, engagement and accountability is important in a successful popcorn sale.

It's important to have a little fun with your popcorn sale, make sure your fall kickoff is **fun, motivational and meaningful.**

Each unit's plan and goal is customized to fit that unit's needs.

How to sell \$1000 in popcorn... with only 8 hours of work! Set your goals! The secret to selling is to ASK! Find out more at the link below.

**Sign up to sell popcorn here: [www.michiganscouting.org/popcorn](http://www.michiganscouting.org/popcorn)**



BOY SCOUTS OF AMERICA®  
MICHIGAN CROSSROADS COUNCIL