

POPCORN

GUIDANCE FOR YOUR UNIT KERNEL

You and your UNIT TEAM should:

- Be a Unit liaison with Council Popcorn Team
- Earn your additional 5% commission by attending the Council sponsored popcorn kickoff meeting.
- Submit for or line up storefront times and locations.
- Host a popcorn kickoff event with your den/pack/troop to share product and program knowledge learned and promote the sale.
- Manage inventory and orders on all unit popcorn.
- Manage all returns and transfers in a timely manner.
- **Reconcile online invoice with unit paperwork by the end of November.**
- Confirm payment is made before or on the final due date.

Contact Lists

- List phones and emails of District and Council Level individuals that you can call on if you need questions answered.
- List phones and emails of Unit Leaders, Committee members and active parents that you can rely on for help.
- List phones and emails of families in your unit.

Unit Historical Data

- Talk to your past Unit Popcorn Kernel(s) or Committee Chair to get a historical perspective for your unit.
- Look at last year's sale, number of selling scouts, number of storefronts locations and average sale per scout.

VERY IMPORTANT

Unit Planning

- Meet with your unit committee in the Spring/Summer to build your unit's program plan and budget.
- Using the Ideal Year of Scouting, decide how much popcorn your unit needs to sell
- Set a goal for your unit sale. As a unit, set a per Scout goal.
- Get ALL of your Scout's involved.

Timeline

- Review the Sales Guide for all different sale options available.
- Decide which portions of the sale suit your unit's abilities/goals and program timeline.
- Set your unit timeline following MCC order dates/delivery dates/show and sells/return options and payment due dates.

