

# THE AMAZING RACE

## 2018 POPCORN & NUT SALE



BOY SCOUTS  
OF AMERICA®  
BLUE RIDGE COUNCIL

Connect with us on Facebook,  
Instagram and Twitter for popcorn &  
nut reminders and promotions.



Blue Ridge Council, Boy Scouts of America



@BlueRidgeBSA



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### 2018 SALE HIGHLIGHTS

- Introducing nut products
- Order by individual containers
- Top 20 Seller Club
- "No Cost, No Risk" popcorn trial for 2017 non-selling units
- Simpler commissions
- Better than ever prizes and incentives

# How to Have a Great Program!!!

**T**rail's End popcorn and Whitley's nuts are a great way to finance your unit's program. By ordering exactly what you need and receiving a commission on each item sold, selling popcorn and nut products is a great way to earn funds for advancements, camps and fun activities for your Scouts. Plus, with a large variety of products, customers are happy to support Scouting while getting a delicious bag of popcorn or can of nuts in the process!

## Important Popcorn Facts:

- **\$4,760** – Average total popcorn sold by units in the Blue Ridge Council in 2017
- **\$1,550** – Average profit by units in the Blue Ridge Council in 2017
- **\$320** – Average amount sold by each Scout in the Blue Ridge Council in 2017

## 2017 Top Council Sellers:

*Cub Scout Pack 833 – \$26,095*  
*Boy Scout Troop 776 – \$36,255*

## New for 2018!!!

**W**hitley's has been producing the finest gourmet Virginia peanuts and peanut confections for over 31 years. Whitley's home-cooked peanuts are hand selected for their size and freshness. In fact, all their products are homemade including their hand dipped peanut clusters. This family-owned business has partnered with Boy Scout Councils in recent years to provide a great fundraising opportunity for Scouting.



## 2017 Top Council Sellers:

*Cub Scout Pack 19 – \$942*  
*Boy Scout Troop 210 – \$1,596*

\*\*\* *The 2017 Nut Sale was offered as a one month "pilot effort"*

# 2018 Product Sale Commission Rates

## Show & Sell and Take Order Popcorn & Nut Orders

**\*\*\*All Show & Sell and Take Order popcorn and nut orders count towards Prizes and Council Incentives**

### 30%

1. Base commission

### 3%

#### BONUS CHECK\*

1. Sign up to sell by 8/3/18
2. Attend training at Program Kickoff
3. Sell \$7,500 in total product\*\*
4. Full payment by 12/7/18

### 5%

#### BONUS CHECK\*

1. Sign up to sell by 8/3/18
2. Attend training at Program Kickoff
3. Sell \$15,000 in total product\*\*
4. Full payment by 12/7/18

\* Bonus Checks to be mailed to unit Committee Chair in January 2019

\*\* Show & Sell and Take Order popcorn and nut orders count towards this total. Online orders DO NOT count towards this total

# 2018 Online Popcorn Sale Commission Rates

**\*\*\*All Online Popcorn orders count towards Popcorn Prizes and Council Incentives**

### 30%

1. Base commission\*

\* Online orders DO NOT qualify or count towards Bonus Checks



# How to Make the Most Out of Your Sale



**Sell Popcorn AND Nuts** – This is a great way to diversify your sale and give your customers exactly what they want.



**“No Cost, No Risk” Trial** – If your unit didn’t sell popcorn in 2017, we’ll give you a custom package of popcorn to try it out. You keep the commission on what you sell. You can return what you don’t sell. What do you have to lose?



**Order Only What You Need** – Order by individual containers for both popcorn and nuts to get exactly the product you need for your sale.



**Sell Popcorn Online** – Units that sold popcorn online in 2017 saw their overall sale increase by 30%!



**Show & Deliver** – Have Scouts take popcorn with them in a wagon when they go door-to-door. Make the sale, deliver the product and collect the money all in one stop!



**Take Credit Cards** – There are several companies that offer easy-to-use credit card devices that work with your smartphone or tablet.



**Set Goals** – How much popcorn and nuts do you want to sell? Why do you want to sell that much? What program goals do you have if your Scouts meet the goal – *Summer Camp in Hawaii, anyone?*



**Train Scouts to Sell the Right Way** – Develop a sales pitch that works for your unit. What are you raising money for? How will the Scouts benefit from selling? Have your Scouts practice that pitch until it’s just right.



**Trail’s End University** – [www.trails-end.com/training](http://www.trails-end.com/training) offers great tutorials and sales techniques to make sure everyone in your unit is ready to sell popcorn!



# 2018 Highlights and Council Incentives

**Popcorn Store** – As you run out of product, extra popcorn and nuts are available on a limited, first come-first serve basis from the Popcorn Store at the Blue Ridge Council Service Center. Extra popcorn and nuts are only available by full case on the dates of Monday, September 17, 12:00-5:00pm and Monday, September 24, 12:00-5:00pm as product is available. Additional popcorn can be ordered throughout the sale by **full case** with a minimum order of \$1,000.

**"No Cost, No Risk" Popcorn Trial** – If your unit didn't sell popcorn in 2017, we'll give you a custom package of popcorn to try it out. You keep the commission on what you sell. You can return what you don't sell. *\*"No Cost, No Risk" Units can earn 3% & 5% bonus checks by meeting the Bonus Check criteria. \*\*Additional custom packages can be ordered once the balance due of previous package has been paid.*

**Mystery House Program** – One house from each District will be chosen as a mystery house. The Scout who sells popcorn/nuts to the Mystery House will win a one of our great prizes from the Prize Stash. Clues about the mystery house and promotions will be posted to the Council Facebook page starting in September. The Mystery Houses are only open during the month of September ending Sunday, September 30.

**\$750 Club** – Scouts who sell \$750 of popcorn/nuts will gain admission to **Clemson Day or Carolina Day**. *\*Units that sell \$15,000 of popcorn/nuts will be able to send their entire unit to **Clemson Day**. \*\*Boy Scouts/Venturers/Explorers who earn the \$750 Club will also play Ultimate Frisbee vs. the football team at the Clemson Day.*

**Clemson/Carolina Day** – Scouts and their families can attend a Clemson or Carolina Sports Clinic. Scouts will participate in sports activities with student athletes! Scouts who sell at least \$750 will also receive a limited-edition Clemson or Carolina-Boy Scout baseball hat and have their hats autographed by student athletes. *\*Baseball hat is available to \$750 sellers only. There will be an additional "family" hat available to pre-purchase for those who don't qualify for Clemson Day hat. For units that qualify for \$15,000 in sales, only \$750 sellers from that unit will receive a hat. \*\*Carolina Day is coordinated by the Indian Waters Council.*

**\$2,500 Club** – Scouts who sell \$2,500 of popcorn/nuts will earn a **free week of summer camp at Camp Old Indian or a Blue Ridge Council day camp**. Also, 6% of popcorn sales will be invested into a college scholarship by Trail's End\*. Plus, all the things that come with the \$750 Club! *\*Nut sales DO NOT count towards scholarship.*

**"Top 20" Seller Club** – The Top 20 Scouts who sell the most popcorn/nuts in the Council will earn access to an exclusive Top 20 Seller Recognition Event. Plus, all the things that come from the \$2,500 and \$750 Clubs! *\*Top 20 ranking is based on sales of popcorn/nuts (Show & Sell, Take Order and Online for popcorn and Show & Sell and Take Order for nuts) with a \$3,000 minimum to qualify. \*\*The Top 20 is ranked by all Scouts in the Council, not broken down by Cub Scouts, Boy Scouts, etc. **Details of the Recognition Event will be available at the Program Kickoff on July 26.***

# 2018 Popcorn & Nut Sale Calendar

July 26	Council Popcorn & Nut Training, 7:00pm at Marathon Church, 315 Roe Rd in Powdersville (Greenville address) <i>*Immediately following the Council Program Kickoff at 5:30pm</i>
August 3	All Unit Commitment Forms turned in (can also sign up online at <a href="http://www.blueridgecouncil.org">www.blueridgecouncil.org</a> )
<b>August 24</b>	<b>Show &amp; Sell and Show &amp; Deliver popcorn &amp; nut orders due online by Noon</b>
September 8	Show & Sell popcorn & nut pickup, 8:00-11:00am <i>Young Office Supply, 1280 Ridge Road in Greenville</i>
September 17	Popcorn Store at Blue Ridge Council Service Center open, 12:00-5:00pm
September 24	Popcorn Store at Blue Ridge Council Service Center open, 12:00-5:00pm
October 12	Deadline to pay amount due on Show & Sell orders
<b>November 2</b>	<b>Final popcorn &amp; nut orders due online by Noon</b> <ol style="list-style-type: none"><li>1. Popcorn order (online)</li><li>2. Nut order (online)</li><li>3. Prize order (online)</li><li>4. \$750 Club prize form (online)</li><li>5. \$2,500 scholarship forms (turned in to Council office with copy of take order form)</li><li>6. Top 20 Seller Club entry form (online)</li><li>7. Clemson Day "Family" Hat pre-order forms</li></ol>
November 17	Final popcorn & nut pickup, 8:00-11:00am <i>Smith-Dray Line, 320 Frontage Road in Greenville (Greenville and Pickens counties only)</i> <i>All other counties will have a local pickup location within those counties on November 16 or 17 (location, date and time to be determined by each District)</i>
December 7	Last day to settle popcorn & nut accounts with Council and qualify for Bonus Checks
2019 Dates	<b>February 16, 2019</b> – Clemson Day <b>TBD</b> – Top 20 Seller Recognition Event <i>*** Must qualify to be eligible to attend these events</i>

## 2018 Popcorn Product Mix

**\$60**

Chocolate Lover's Collection  
(tin)

**\$35**

Cheese Lover's Collection  
(tin)

**\$30**

Chocolatey Caramel Crunch  
(tin)

**\$25**

Salted Caramel Popcorn  
(bag)  
Kettle Corn  
(18-pack, microwave)

**\$20**

Unbelievable Butter  
(18-pack, microwave)  
Premium Caramel Corn  
(bag)

**\$15**

White Cheddar Cheese  
(bag)

**\$10**

Classic Caramel Corn  
(bag)  
Popping Corn  
(30 oz. jar)

### Military Donation

\$50 Gold Donation  
\$30 Silver Donation

**For 2018 online popcorn product mix, please visit**  
[www.trails-end.com](http://www.trails-end.com)

## 2018 Nut Product Mix

**\$55**

5 Pack Gift Set

**\$35**

Dark Chocolatey Peanut  
Clusters

**\$20**

Honey Cinnamon Almonds  
Salted Jumbo Cashews  
Honey Roasted Peanuts  
Salted Peanuts (20 oz.)

**\$18**

Dark Chocolatey Almond  
Clusters

**\$14**

Homemade Peanut Brittle  
Milk Chocolatey Peanut  
Clusters  
Salted Peanuts (12oz.)

### Military Donation

\$50 Gold Donation  
\$30 Silver Donation

# 2018 Prizes for Scouts

NOTE: Prizes CANNOT be bundled. Scouts can choose ONE prize. All Show & Sell, Take Order and Online popcorn and all Show & Sell and Take Order nut sales count towards Prizes.

## \$5,500



Nintendo Switch



Platinum Camping Package

## \$4,000

Wireless BEATS Headphones  
Gold Camping Package  
\$200 Scout Shop Gift Card

## \$3,500

Ninja Rope & Ninja Line  
Space Scooter X580  
Silver Camping Package  
\$150 Scout Shop Gift Card

## \$2,750

Starblade Drone  
42" Foosball Table  
Mountaineer 70L Backpack  
\$100 Scout Shop Gift Card

## \$2,000

Neptune II Drone  
Imperial TIE Fighter LEGO  
Insulated Static V Pad  
\$75 Scout Shop Gift Card

## \$1,500

Superhero LEGO Kit  
Build Your Own Drone  
Coleman 2 Burner Stove  
\$50 Scout Shop Gift Card

## \$1,000

Radio Controlled Tumblebee  
Star Wars Starship Set  
Leatherman Squirt  
\$25 Scout Shop Gift Card

## \$850

Slimeball Wrist Slinger  
Star Wars LEGO Kit  
BSA Hammock with Straps  
Goal Zero Flip 10 Power

## \$650

Star Wars LEGO Kit  
Radio Controlled Motorcycle  
Tikkina 150 Headlamp  
BSA Hammock

## \$450

Proteus Rubber Band Shooter  
Radio Controlled Dune Buggy  
Metallic Green/Black Knife  
Stratus Fleece Sleeping Bag

## \$350

Ford F150 with Ramp  
Star Wars LEGO Kit  
BSA Mess Kit  
Rainbow Blade Knife

## \$225

Metal Slime  
Pocket Knife  
EOS Rubber Band Shooter  
Fire Starter

## \$115

Gak Super Stretch  
F150 Puzzle Motion  
Nylon Dunk Bag

## \$25

2018 Popcorn Patch



# 2019 Clemson Day "Family" Hat Pre-Order Form

**\*\*\* The "Family" Hats will be different from the Clemson Day hats. "Family" Hats are only guaranteed through pre-order. A limited number of hats will be available on site at Clemson Day but quantity not guaranteed. Pre-orders are due paid in full by December 7, 2018.**



**We would like to pre-order the following number of Clemson Day "Family" Hats:**

\_\_\_\_\_ ***Clemson Day "Family" Hats x \$20.00 each***

**TOTAL: \$** \_\_\_\_\_

**Pay by check/cash (Enclosed with form)**

**Pay by credit card (Contact Lori at Blue Ridge Council Service Center, (864) 233-8363 or pay online [www.blueridgecouncil.org](http://www.blueridgecouncil.org))**

Name: \_\_\_\_\_ Unit: \_\_\_\_\_

District: \_\_\_\_\_ Cell Phone: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Email: \_\_\_\_\_

***I agree that this order is final. Pre-ordered hats are not returnable or refundable.***

**Printed Name:** \_\_\_\_\_ **Date submitted:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**Signature:** \_\_\_\_\_

**Return completed form through fax 864-233-2424, email to [robin.mullinax@scouting.org](mailto:robin.mullinax@scouting.org) or mail to:** Blue Ridge Council, Boy Scouts of America 1 Park Plaza Greenville, SC 29607

# 2018 "No Cost, No Risk" Popcorn Order Form

If your unit didn't sell popcorn in 2017, we'll give you a custom package of popcorn to try it out. You keep the commission on what you sell. You can return what you don't sell.

**Custom package is (1) case of White Cheddar Cheese, (1) case of Unbelievable Butter and (1) case of Classic Caramel Corn.**

**VALUE OF PACKAGE: \$420**  
**YOUR COMMISSION: \$126**

*\*\*\* "No Cost, No Risk" Units can earn 3% & 5% bonus checks by meeting the Bonus Check criteria. Additional custom packages can be ordered once the balance due of previous package has been paid.*

**SUBMIT THIS FORM TO THE COUNCIL SERVICE CENTER.**

**Yes!** Our unit wants to try the "No Cost, No Risk" popcorn option.

Unit Leader: \_\_\_\_\_ Unit: \_\_\_\_\_

District: \_\_\_\_\_ Cell Phone: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Email: \_\_\_\_\_

***I agree to take responsibility for the popcorn issued to me. I agree that all unsold popcorn must be returned. I agree to pay for any sold popcorn, popcorn not turned back in on time or damaged popcorn.***

Printed Name: \_\_\_\_\_ Date submitted: \_\_\_\_/\_\_\_\_/\_\_\_\_

Signature: \_\_\_\_\_

Return completed form through fax 864-233-2424, email to [robin.mullinax@scouting.org](mailto:robin.mullinax@scouting.org) or mail to: Blue Ridge Council, Boy Scouts of America 1 Park Plaza Greenville, SC 29607

# 2018 Popcorn & Nut Sale Unit Commitment Form

Complete your Unit Commitment Form on

[www.blueridgecouncil.org](http://www.blueridgecouncil.org)

by Friday, August 3 to qualify for 3% or 5% bonus check.

**OR, SUBMIT THIS FORM TO THE COUNCIL SERVICE CENTER.**

**\_\_\_\_\_ Yes!** Our unit is committed to an outstanding Popcorn & Nut Sale.

Unit Leader: \_\_\_\_\_ Unit: \_\_\_\_\_

District: \_\_\_\_\_ Number of selling youth expected in fall: \_\_\_\_\_

**Selling Popcorn:** (circle one) **YES / NO**

**Selling Nuts:** (circle one) **YES / NO**

**Participating in Show & Sell:** (circle one) **YES / NO**

**Participating in Take Order:** (circle one) **YES / NO**

**2018 UNIT GOAL \$** \_\_\_\_\_

**UNIT KICKOFF:** \_\_\_/\_\_\_/\_\_\_ **Time:** \_\_:\_\_\_ **Location:** \_\_\_\_\_

Popcorn Chair Name: \_\_\_\_\_

Popcorn Chair Mailing Address: \_\_\_\_\_

Popcorn Chair Email: \_\_\_\_\_

Popcorn Chair Cell Phone: (\_\_\_\_)\_\_\_\_-\_\_\_\_\_

***I have read and understand the commission and payment terms as listed in the Popcorn & Nut Guide.***

**Popcorn Chair Signature:** \_\_\_\_\_ **Date submitted:** \_\_\_/\_\_\_/\_\_\_

Return completed form through fax 864-233-2424, email to [robin.mullinax@scouting.org](mailto:robin.mullinax@scouting.org) or  
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