

Funding Our Scouting Adventure!

2022 Popcorn Sale Kickoff

SETTING THE PLAN FOR YOUR SUCCESS

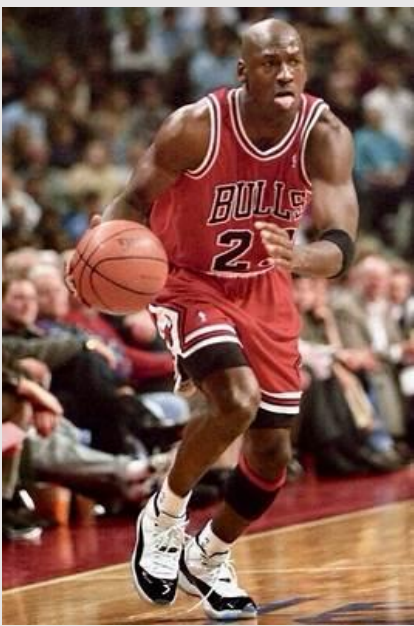


Connecticut Yankee Council



Why Are We Conducting This Campaign?





“Some people want it to happen,
some wish it would happen,
others make it happen.” – Michael Jordan

Goals are something we put in front of ourselves to reach a desired state of being

- Goals are not achieved on their own. It takes planning, practice and execution.
- Setting goals that are easily achieved takes away from the development of character and success that we all want to feel

DON'T BE AFRAID TO SET YOUR GOALS HIGH – the goal in itself is not the destination, the journey is just as important and rewarding

- Scouting develops character, so let us all foster that by using the Popcorn Sale as a tool
- We ARE the best youth-serving organization in the Country, and people will help us
- **Our limitations are only equal to what we put on ourselves**

How Do Units & Scouts Benefit?

- The easiest way for Units to get financial support from their community for their Scouting Program
- Units will have more money for Scouting activities, possibly offsetting cost of the entire Program.
- Skills development for Scouts that accentuates Scouting Program goals
- Scouting Advancements opportunities for all Scouts that participate

Limited to No Financial Risk based on how YOU decide to sell!

SCOUTS
POPCORN
IS HERE!



2021 Sales Facts

- **\$358,000 in sales - \$232,700 Return to Scouting!**
- **63 Units participated**

Our Average per Selling Unit = \$5,682

National Average per Selling Unit = \$4,250

Improvements for 2022!

- **Updated Online Sales program**
 - Wider product selection with ALL individual items!
 - BIG discounts on multiple item orders encouraging more support.
 - FREE shipping on all orders.
- Improved product lineup & packaging to present value in face of inflationary challenges affecting suggested retail pricing.
- Expanding CAMP MASTERS Sales Training opportunities with multiple sessions led by Michael Beck available to EVERYONE, nationally.
- Improved popcorn system functionalities and created a roadmap for desired new functions for expanded ease of use and visibility.
- Increased CAMP MASTERS incentives to promote expanded growth and participation in revamped Online Sales Platform.





CAMPMASTERS Product Options

All items with chocolate available for ordering after 9/30



Trio Tin
\$60

S'mores Popcorn
Chocolatey Pretzels
Sweet & Salty Kettle Corn



Cheesy Cheese Tin
\$40

Yellow Cheddar Popcorn
White Cheddar Popcorn
Cheesy Salsa Popcorn



**Chocolatey Drizzled
Caramel Tin**
\$30

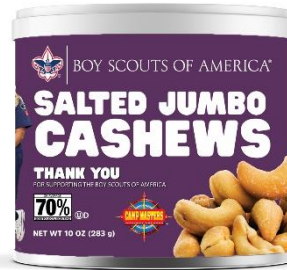
Caramel Corn with
Chocolatey Drizzle



**Chocolatey
Pretzels Tin**
\$20

Milk Chocolatey
covered Pretzels

CAMPMASTERS Product Options



**Supreme Caramel
Tin
\$25**

Caramel Corn with
Almonds, Pecans &
Cashews

**Salted Jumbo
Cashews
\$25**

Salted Jumbo
Cashews

**Trail Mix
Bag
\$25**

Peanuts, Raisins, Dried
Cranberries, Almonds,
Cashews & Chocolate
Candies

**Cinnamon Crunch
Bag
\$20**

Lightly Sweet
Cinnamon Caramel
Corn

CAMPMASTERS Product Options



**White Cheddar
Cheese Tin
\$20**

White Cheddar
Cheese Popcorn



**Honey Roasted
Peanuts
\$20**

Honey Roasted
Peanuts



**Purple Popping
Corn Jar
\$15**

Virtually Hull-less,
Industry leading
packaging innovation



**Caramel Corn
Bag
\$15**

Gourmet Caramel
Corn





CAMPMASTERS Product Options



**22 Pack Movie Theater
Butter Microwave
\$30**

#1 Consumer flavor



**14 Pack Roasted Summer
Corn Microwave
\$20**

Tastes like Buttery
Corn on the Cob



**12 Pack Kettle Corn
Microwave
\$20**

Sweet & Salty



**6 Pack Butter
Microwave
\$10**

Rich Butter Flavor



\$30 Military Donation

2022 Council Prize Program



My prize goal is:
 My popcorn goal is:

CHOOSE A PRIZE AND GO FOR IT!

Scouts can qualify for BOTH standard prizes AND an additional CAMP MASTERS High Achiever Prize

\$5,000 LEVEL 14

- 48 - LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck
- 49 - Carrera Evolution Supercars
- 50 - Leatherman® Surge

\$4,000 LEVEL 13

- 45 - Adventure Camp Package
- 46 - Dart Zone Pro MK 3
- 47 - LEGO Millennium Falcon

\$3,000 LEVEL 12

- 42 - Swiss Army CyberTool M
- 43 - HEXBUG Arena MAX w/ 2 Bots
- 44 - Coleman Sundome 4 Person Tent

\$2,150 LEVEL 11

- 39 - LEGO Ariel's Underwater Palace
- 40 - Skullcandy Indy Evo True Wireless Bluetooth Earbuds
- 41 - Foldable Drone

\$1,650 LEVEL 10

- 36 - North Face Groundwork Backpack
- 37 - HEXMODS Pro Series Elite
- 38 - LEGO Hogwarts Magical Trunk

\$1,250 LEVEL 9

- 33 - LEGO Speed Champions Aston Martin
- 34 - HEXBUG VEX RC Black Widow
- 35 - Rechargeable 3-in-1 Lantern w/ Wireless Speaker

\$850 LEVEL 8

- 28 - HEXBUG VEX Ambush Striker
- 29 - 126-piece Tool Set
- 30 - Zing Bow w/ 4 Arrows Assorted Colors
- 31 - 2-Person Waterproof Tent
- 32 - Grab Bag G

\$625 LEVEL 7

- 23 - 5pc Stainless Steel Mess Kit
- 24 - Zing Firetek Rocket
- 25 - Multi-Tool w/ Shovel & Ax
- 26 - Telescoping Fishing Pole w/ Reel
- 27 - Grab Bag F

\$425 LEVEL 6

- 18 - PlusPlus Saturn V Rocket
- 19 - 4 Wood Handle Knife w/ Case & BSA® Branding
- 20 - USB Rechargeable Headlamp w/ Motion Activation
- 21 - HEXBUG Nature Babies - Snow Leopard
- 22 - Grab Bag E

\$325 LEVEL 5

- 13 - Zing Air ZooperBall
- 14 - Micro Dome Terrarium Fred the Flytrap
- 15 - Rosewood Multi Tool w/ Case
- 16 - Indoor Sticky Baseball w/ BSA® Branding
- 17 - Grab Bag D

\$250 LEVEL 4

- 9 - Black Dry Bag - 5 liter
- 10 - Waboba Fly Pies 6" Silicone Flying Disc
- 11 - Knife/Fork/Spoon Combo w/ Bottle Opener
- 12 - Stuffed Animal w/ BSA® Branding

\$190 LEVEL 3

- 5 - Survival Band w/ Fire Starter, Compass, & Whistle
- 6 - Cinch Backpack w/ BSA® Branding Assorted Colors
- 7 - Single Lock Blade Knife
- 8 - Color Changing Watch/Pedometer

\$90 LEVEL 2

- 1 - Fire Starter
- 2 - Pop It Rocket
- 3 - Compass Thermometer Whistle
- 4 - Pop Up Phone Stand Holder (Phone not included)

LEVEL 1

- 0.1 - Popcorn Sale Patch Sell any item
- 0.2 - Online Sale Pin Sell One Online Order
- 0.3 - Military Sale Pin Collect One Military Donation
- 0.4 - Top Seller Pin Sell over \$1,000

\$650 Bonus Club

Scouts who sell \$650 in product will receive their choice of

- 0.5 - LEGO Elsa and the Nokk's Ice Stable
- 0.6 - Sluban Model Bricks Cobra GT40 Car
- 0.7 - Hanging Hammock w/ Hardware

Full Name:	Pack/Troop#:	Total Sales:	Quantity
Level:	Description		

Descriptions of Prizes Available at www.kellerprizeprogram.com

2022 CAMP MASTERS

High Achiever Prizes & Incentives



Outdoor Camping Package

Waterproof 2-person tent, 20 degree rated sleeping bag, USB rechargeable silicone headlamp, 5-piece Stainless Steel camp cooking set with mesh bag, and an emergency survival kit. See more details at www.campmasters.org.

OR



Visa Debit Card for 5% of total sales. Example: \$3,000 = \$150 debit card. Debit card will be rounded to nearest \$10.



Any Scout selling \$400 in online sales will receive a \$10 Amazon Gift Card from CAMP MASTERS

All online sales also count towards all other prize options, High Achievers & Council Prizes

Additional Online Promotions provided throughout the year

2022 CAMP MASTERS Planned Contests and Incentives

CAMP MASTERS
GOURMET POPCORN



Another chance to WIN BIG!

CAMP MASTERS is awarding a \$275 Scouting Adventure Bundle to the highest selling Scout & their Unit.

Between September 15th and 29th, **EVERY SALE COUNTS - Online, Show-n-Sell and Take Orders**. Be sure your Unit Leaders assigns these credits to you in the CAMP MASTERS system.

Don't delay! Submit your popcorn orders today!

Because the **Scout with the highest total sales amount at 11:59pm ET on the 29th wins a \$75 Amazon Gift Card**.

And their Unit also wins a \$200 Amazon Gift Card. Prizes will be awarded on October 1st. **Are you registered and ready to sell?**

Sponsored and funded by CAMP MASTERS to motivate Scout participants during AUG, SEP, OCT 2022

CHOOSE ANY PRIZE WITH YOUR AMAZON GIFT CARD



Entry collection runs 12:00AM on October 7th to 11:59PM ET on October 13th. Prizes will be awarded on October 15th.

Are you ready to sell some POPCORN?!?!?!?

WATCH YOUR EMAILS FOR CAMP MASTERS CONTESTS STARTING IN AUGUST!

CAMP MASTERS
GOURMET POPCORN

SCOUTS POPCORN MAKES A GREAT GIFT!

And it can win you more great prizes from CAMP MASTERS!

Any Scout who makes an online sale between 10/27 and 11/10 is automatically entered to win during our next random giveaway.

Each online sale will earn the Scout ONE entry in our next random drawing. We'll be selecting TEN WINNERS who'll each receive ONE \$25 Amazon gift card. The more online sales you make, the more entries you will have in the random drawing!



2021 Commissions and Incentives

Basic Sale Commission: 31%

No Prize Option: 35%

Council Top Seller : \$500 Gift Card

When a unit exceeds their popcorn goal (Which is set by the unit) by 20%, they will receive a pizza and ice cream party.

Scout Recognition

Top Seller Celebration

- 50 Top Sellers in Council over \$1,500
- Exclusive Party, Date TBD
- Prize Giveaways

Individual Scout Sales

- When a Scout sells \$3,000 worth of popcorn, they will receive a \$300 Gift Card
- When a Scout sells \$4,000 worth of popcorn, they will receive a \$400 Gift Card
- When a Scout sells \$5,000 worth of popcorn, they will receive a \$500 Gift Card

Our Timeline and Dates

Date	Event	Location
6/23	June Popcorn Kickoff	CYC Office Milford
7/13	Popcorn Training	St. Thomas Episcopal Church, Bethel
7/20	Popcorn Training	American Legion Post 12, Norwalk
8/3	August Virtual Training	7pm, zoom link will be sent out
8/5	Show & Sell Orders Due	campmasters.org
8/26-8/27	Warehouse Pickup Show& Sell	Furniture Row
10/28	Show & Sell Returns Due	CYC Office Milford
11/4	Take Order Orders Due	campmasters.org
12/2-12/3	Warehouse Pickup Take Order	Furniture Row
12/16	Final Payments Due	CYC Office Milford
12/2	All Prize Orders Due	campmasters.org
TBD	Top Seller Celebration	TBA

Steps to Success

**5 Key Steps to Reach New Heights
& Have the Best Sale possible!**



Let's Plan for Success in 2022!

Let's face it we've come through some challenging times but the future is bright for us all! Experience provides us with core tools to build a plan from and expand our opportunity to give our youth the best program to learn and grow!

Be sure to include plans to sell all three ways to maximize results:

- **Sell Online at www.popcornordering.com with SHIPPING INCLUDED!**
 - Reach out for support from the comfort of home
 - Zero risk for Units and doesn't impact other activities
 - Average online sale >\$54 in 2021!
- **Door to Door**
 - Use the Take Order Form in the Family Guide
 - Take Pre-Order/Show and Sell product if you can
 - Average \$200-\$400 per scout hour
- **Show and Sell**
 - Establish sales locations at local store fronts or special events
 - May have a limited number of items vs. those on Take Order
 - Average \$65-\$150 per scout hour (3 Scouts/location)



Step #1

- Know your UNIT'S POPCORN SALE GOAL
 - What program elements you will fund
 - Equipment needs
 - Special Events/Trips
 - BUILD A BUDGET USING THIS TOOL



- Be able to COMMUNICATE the goal to everyone on board
 - What it means for the Scouts
 - What it means for the families
 - This is what a Kickoff is for!



Fund Your Adventure with CAMP MASTERS Popcorn!

3 steps for an adventure filled annual program for your Unit!
With CAMP MASTERS you can achieve your fundraising goal with just one product sale, so you can spend your time doing fun activities.

1

MONTHLY COSTS: Think of fun things to do every month and enter them below as activities. Enter activity names and costs in the highlighted cells only.

SEPTEMBER		OCTOBER		NOVEMBER	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	
DECEMBER		JANUARY		FEBRUARY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	
MARCH		APRIL		MAY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	
JUNE		JULY		AUGUST	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total:		This Month's Total:		This Month's Total:	
\$0.00		\$0.00		\$0.00	

2

ANNUAL COSTS:
Enter other annual Unit expenses:

Registration & Insurance	\$0
Advancements	\$0
Uniforms	\$0
Scholarships	\$0
Other Expenses	\$0
Annual Total:	\$0

3

Enter the number of Scouts and your commission to calculate your goals:

Number of Selling Scouts in your Unit:	40
Your Unit's Commission	30%
Unit Total Activity Cost and Expenses	\$0.00

Unit Sales Goal	\$0.00
Scout Sales Goal	\$0.00

Download at
<http://campmasters.org/sales-tools/>

Unit Budgeting Tool

Step #2

- **Become familiar with the Popcorn System**
 - **Where do I commit to the sale (do it now!)**
 - **Where do I enter orders**
 - **How do I manage Scouts**
 - **Reports availability**
- **Set Up your Sale in the System**
 - **Cleanup your Scout Information**
 - **Scouts who moved to new Unit can transfer themselves to that Unit**
 - **Add any new Scouts**
- **Tracking Scout S&S Credits and Take Order Sales**
 - **Units apply S&S Credits Manually to Scout**
 - **Scout credits reflect as running total**
 - **Will Scouts enter their Take Order information on own or will Unit?** – how to webinar established for Sept. 22

Step #3

- Plan & Conduct a **KICK OFF!**
 - **COMMUNICATE** the goal
 - **SHARE** the plan In person or virtually
- Make it **FUN!**
 - What it means for the Scouts
 - Skits to emphasize training
 - Talk about the Prizes and affect of reaching Goals
- Focus on **SKILL DEVELOPMENT**
 - Public Speaking Skills
 - Goal Setting
 - Personal Responsibility



Step #4

Train your Scouts for ALL sales approaches!

- Establishes best Practices & Builds Confidence & removes doubt
- IT WILL HAVE A HUGE IMPACT



- Promote the **CAMP MASTERS** approach
 - Door to Door - \$250-\$400/hr
 - Take product with you if you can
 - Use the same presentation
 - Canvas entire neighborhoods
 - Site Sales – \$300-\$450/hr
 - No tables or chairs, teams of 3
 - Stack product in a colorful display
 - Scouts in front talking to customers

-

Step #5

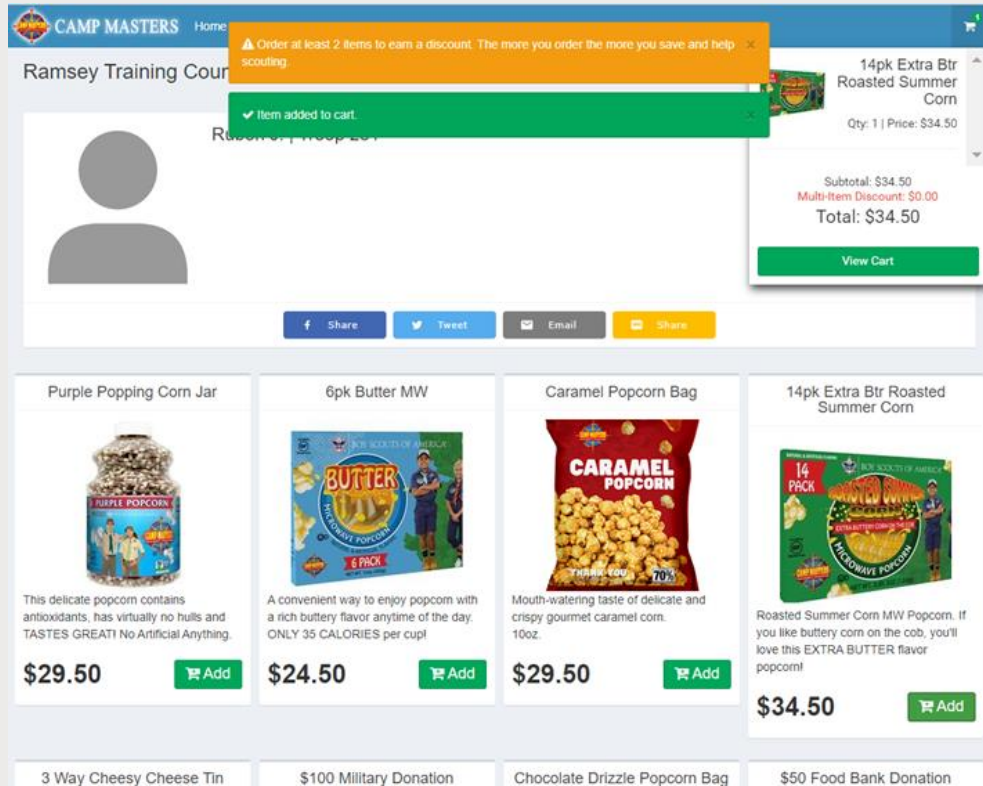
Get full participation!

- Not every Scout wants to sell all three ways
- Not every Scout can sell all three ways
- Every Scout can participate in Online and Take Order sale



Online Sales

We have an amazing opportunity to grow our sales in the safest manner available.



- EVERY Scout is capable of participating from the comfort of their own home
- Scouts must be registered in the system to gain access to the online store and get sales credit
 - Instructions on how to load/register scouts is located at www.campmasters.org/how-to-order-popcorn
 - Scouts/Families can also register themselves with instructional videos at www.campmasters.org/video
- No additional shipping fees for consumers!
- Social Media links built into the Scout's account

Average sale in 2021 was more than \$54.00!

Take Order



Door to Door Sales net higher sales values and we can control social distancing in a more comfortable manner



- Coach Families/Scouts to approach the houses on their block as a start
- Promote a set presentation and be in Class A uniforms so they are recognized
- Be effective by selling in a group, covering an entire neighborhood as a Unit
 - Great way to move unsold Show and Sell product/inventory
 - Use Door Hangers for a leave behind at homes where you miss the residents
- Coach them on your area's safety requirements

AVERAGE \$200-\$400 per Scout Hour!

Best Practice: Collect Money at point of sale

Create Your CAMP MASTERS Scout App

Your Scouts can conduct or log Take Order sales electronically!

- Scouts must be registered in system
- Orders collected flow directly to Unit's account under Scout Sales
- Immediate visibility for Scout and Unit Sales
- Can reduce paperwork
- Able to mark whether paid and/or delivered!
- Able to log sales individually at point of sale, after the fact at home, or can even create one order to aggregate sales not already recorded in the system

Open Browser

Type in ordering.popcorn.org and hit go

To create your App on your home screen click here

Choose Add to Home Screen (may have to scroll down to find)

Find/launch your App on Home Screen

Log Into your Account! (click remember me)

ANDROID users: click the "three dots" menu at top right

ANDROID users: choose "Add to Home Screen" from options



Ready to Take Orders on the Go!

Dashboard

2019 Fall Popcorn Sale

Max Franklin | Troop 313
Demo Council | Demo District Anytown

To Do:

Links:

- Promote Yourself Online
- Take Order Product Listing
- Scout Practice Product Listing
- 2019 Fall Popcorn Sale
- View your online sales
- View your take orders
- Place a take order

3 Way Cheesy Cheese Tin

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa (3 BIG Bags!)
15oz
Symbol Code: P
Price: \$35.00

Chocolatey, Drizz Caramel

Subtotal: \$35.00

View Cart

3 Way Cheesy Cheese Tin

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa (3 BIG Bags!)
15oz
Symbol Code: P
Price: \$35.00

Chocolatey, Drizz Caramel

Cart

3 Way Cheesy Cheese Tin
Symbol Code: P
(\$35.00 ea)

1

Checkout

TAKE-ORDER ADDRESS

Name: Jason Sieg
Email: jasons@ramseypopcorn.com
Phone: (502) 396-8328
Address 1: 9255 Pinaire LN
Address 2:
City: Ramsey
State:
Zip: 47166

PAYMENT INFO

Total: \$35.00
Paid: \$0.00

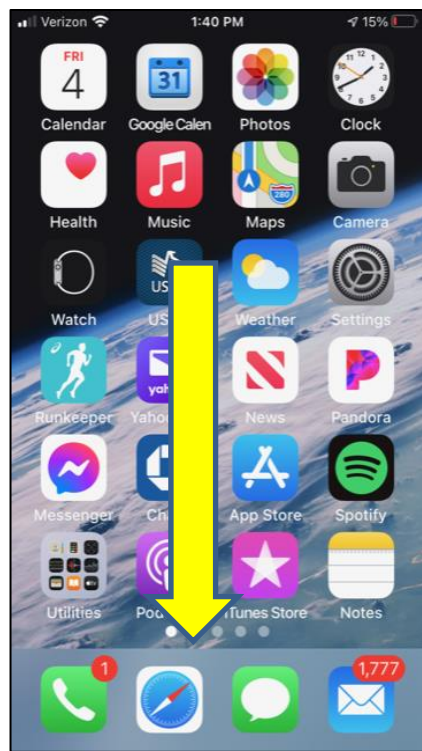
PLACE ORDER

AutoFill Contact Done

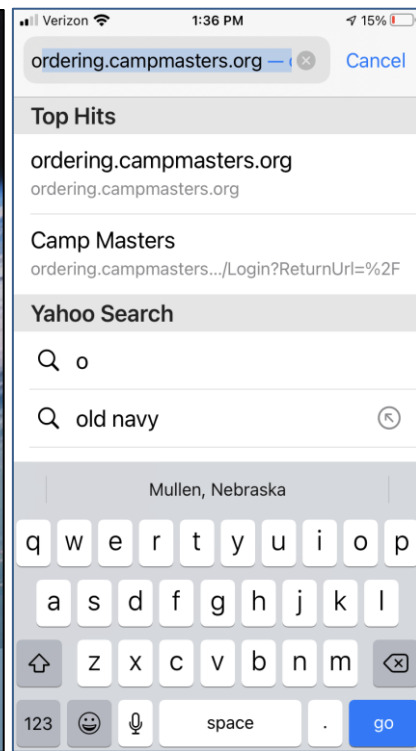
Create Your CAMP MASTERS APP



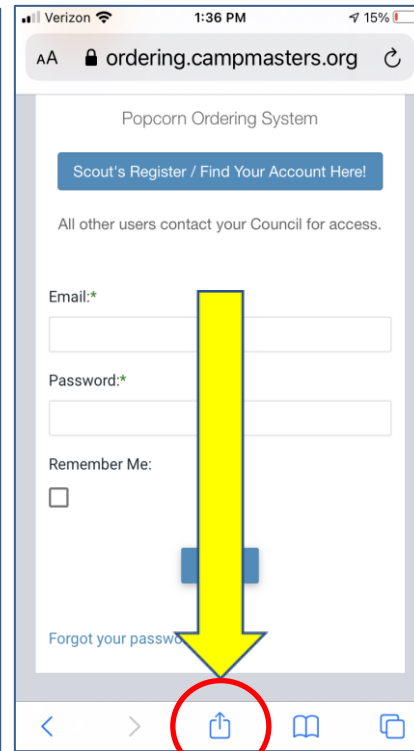
Open Browser



Type in
ordering.popcorn.org
and hit go

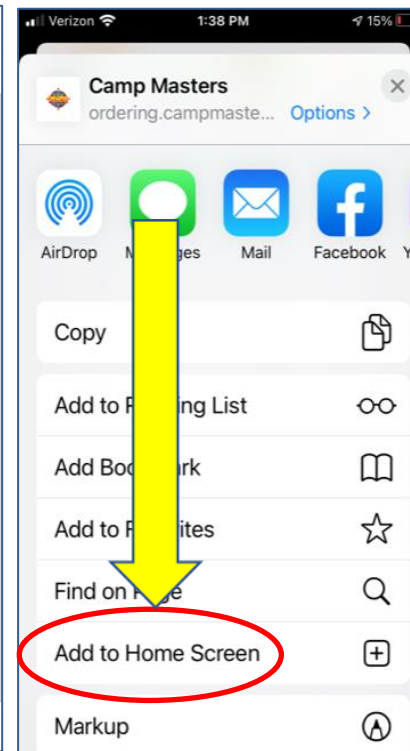


To create your App
on your home screen
click here



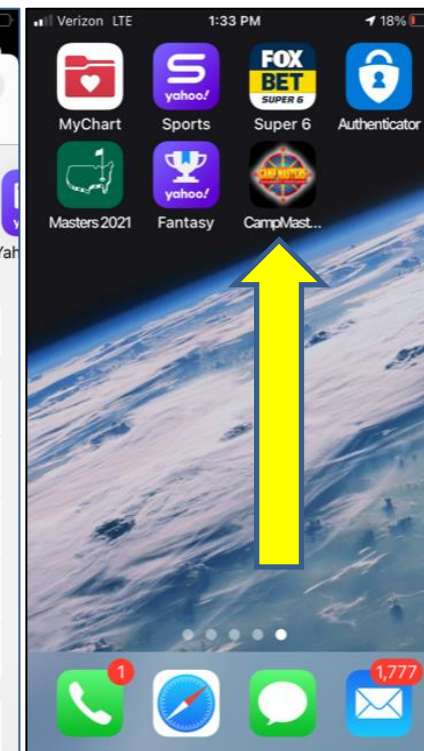
ANDROID users:
click the "three dots"
menu at top right

Choose Add to Home
Screen (may have to
scroll down to find)

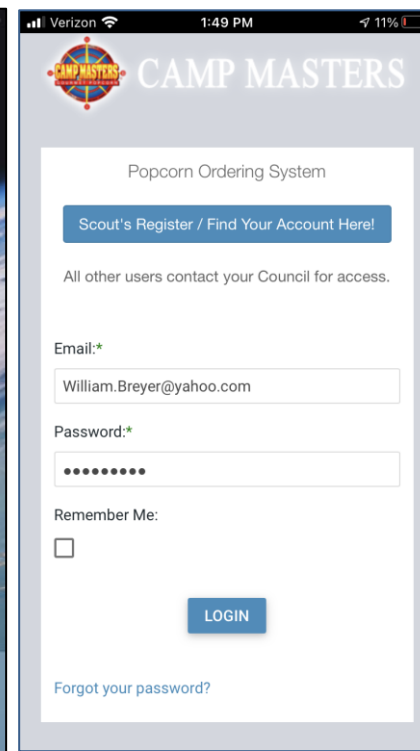


ANDROID users:
choose "Add to Home
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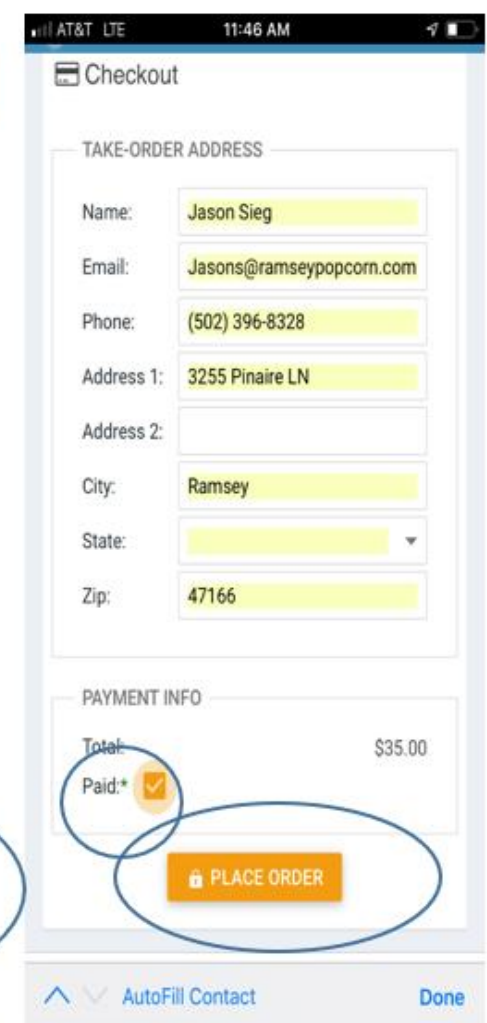
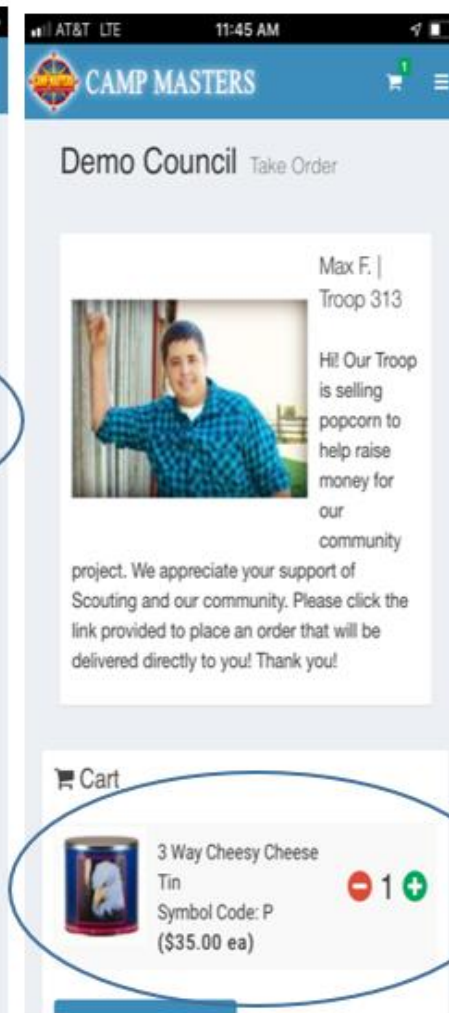
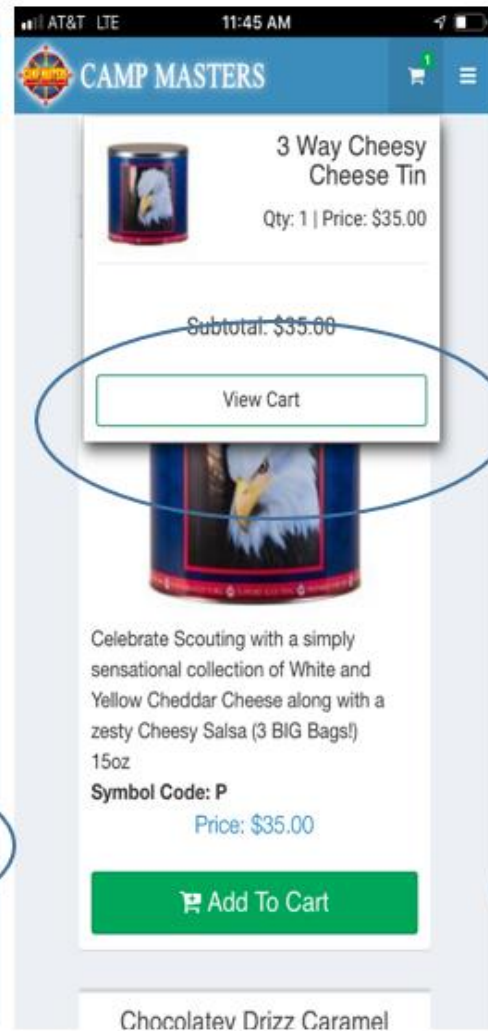
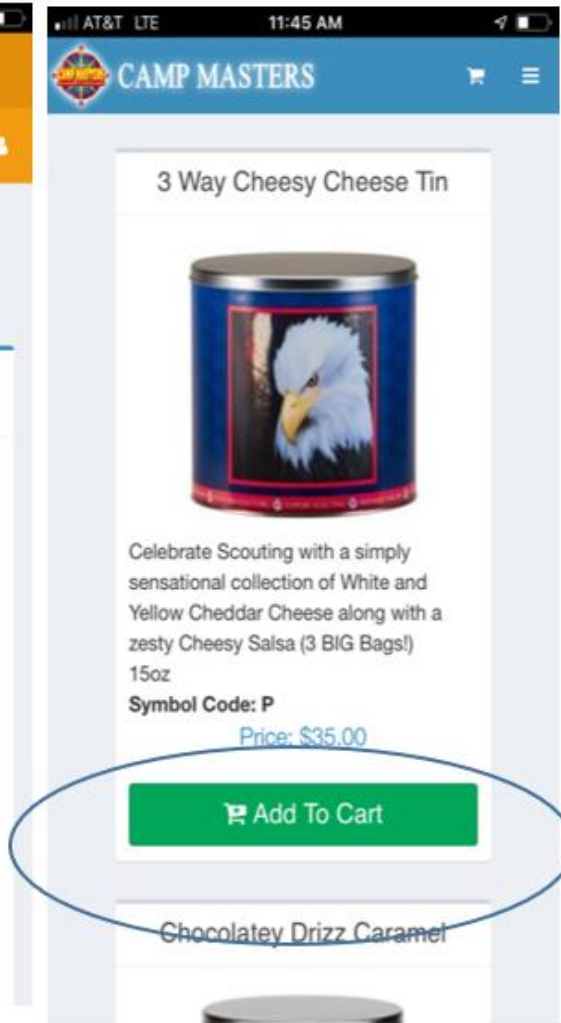
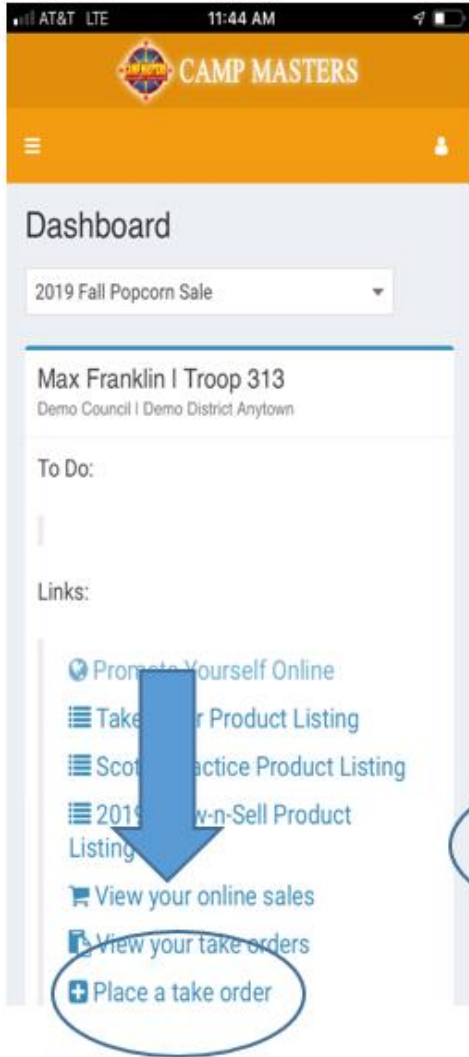
Find/launch your App
on Home Screen



Log Into your
Account! (click
remember me)



Ready to Take Orders on the Go!



Show and Sell

This year we may continue to be faced with:

- If they say corporate policy, ask for a name and phone number or email address.
- Ask if you can set-up in a location that doesn't interfere with the policy.
- Bring a Scout with you to ask and explain how they fund their year and help the community.

WE WILL BE SUCCESSFUL!



Have a plan:

- Secure your sites in advance
- Be mindful of social distancing and safety requirements
- More locations will net more sales
- Look for any location with high traffic to increase opportunities, be open/creative

Setup and Run Properly:

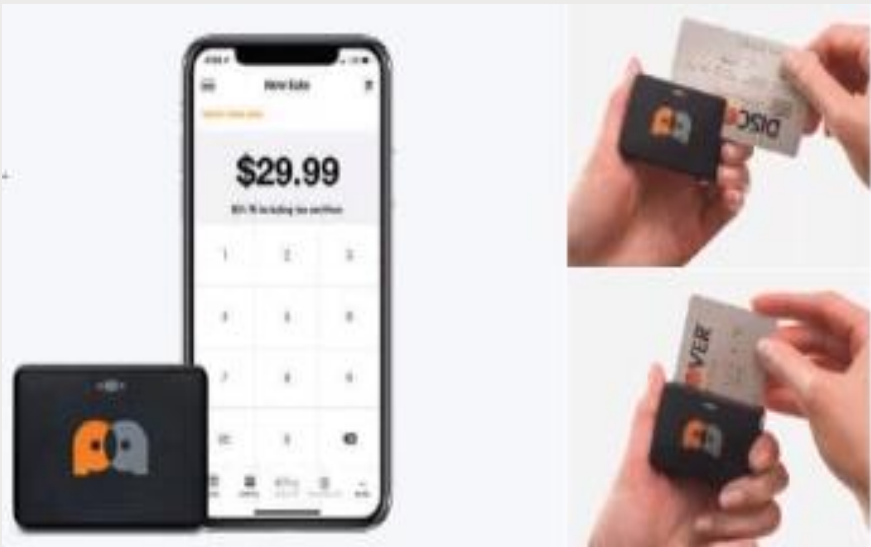
- Display your products colorfully like a store end-cap would be
- Scouts out in front of product displayed in their Class A uniforms
- Don't put pricing on boxes or signs
- Keep area clean and inviting
- DO NOT use donation boxes/jars
- Limit number of scouts at a location

Draw Attention:

- For this year consider signage that promotes Scouts helping the community
- Accentuate this is a LOCAL fundraising event
- May need to have music or some other attention getter due to allowed setup location

Take Credit Cards with PayAnywhere

Access to a full Merchant Account Portal



- FREE app and FREE card readers
- Multiple device and multiple user ready
- No hidden fees....No monthly minimum fees, no setup fees, and no cancellation fees
- 2.69% per swipe transaction fee; 3.49% + \$0.19 for keyed transactions
- Transaction fees removed from deposits automatically sent to YOUR Unit Bank Account
- Funds within 24 hours of processed transactions
- Free Merchant Portal for detailed account activity and business intelligence reporting
- Create versatile item library with multiple products and prices or input charges directly.
- Safe and secure with immediate data encryption and PCI compliant and certified
- Live Customer Support via Phone and Chat
- www.campmasters.org/pay-anywhere

Webinar with PayAnywhere targeted for Mid-August

How Do You Sign Up for an Account with PayAnywhere?



The screenshot shows the CAMP MASTERS website header with navigation links: Home, Councils, Leaders, Scout Families, Scouts, Consumers, Materials, Videos. The main heading is "PayAnywhere 'Credit Card Program'". The text describes the program's commitment to fundraising success and provides contact information for support. A sidebar on the left lists various categories like "Maximize Your Sale", "Products", "Prizes", etc. The footer of the page includes links for "Signing Up for Pay Anywhere (003)" and "2020 Pay Anywhere Program Guide (003)".

PayAnywhere "Credit Card Program"

CAMP MASTERS is committed to your Council's success, equipping you with the proper tools for effective fundraising. That's why CAMP MASTERS has teamed up with PayAnywhere to help your Council and Unit sell more popcorn. Start accepting credit card payments and increase sales today!! To Set up your account you can click on the link below or call the Toll Free Number to speak with PayAnywhere Customer support.

No Live account yet, beginning the application process by clicking on the link below or calling the toll free #

<https://www.campmasters.org/pay-anywhere>
or call
1-866-485-8999 ext. 1100 or agentsupport1@paymentshub.com
for PayAnywhere / CAMP MASTERS
specific customer support.

Live Account/Have a Merchant ID number go to site below or call toll free #
<https://www.payanywhere.com/help>
or call 877-387-5640 Option 2, then Care/transaction questions Option 1, Portal Login Option 2, Tech/app/equipment questions Option 3 or
chat: <https://chat.paymentshub.com>

Instantly increase your fundraising sales by offering customers the payment option of debit/credit card. Use these helpful downloads to learn more.

- [Signing Up for Pay Anywhere \(003\)](#)
- [2020 Pay Anywhere Program Guide \(003\)](#)

1. Signup via CAMP MASTERS homepage link at www.campmasters.org/pay-anywhere
2. Download signing up sheet and program guide
 - a. **Make sure business name matches the TIN number**
 - b. **Business Type is Non-Profit Charity**
 - c. **Merchant Classification Code is 8398**
3. PayAnywhere may require canceled check from your unit account to verify identity
4. PayAnywhere will send one 2in1 chip/swipe reader once Account activated
5. **To secure an additional reader send email to jasons@ramseypopcorn.com with your account name/info, what you are trying to do**
6. Additional readers can also be purchased through PayAnywhere if you have larger needs

Remember Important Popcorn Sale Tips from Michael Beck

At a Store Front to increase Sales:

- Don't put out table or chairs- get Scouts in front of neatly stacked product to use public speaking skills

In Neighborhoods:

- Take pre-order product with you to increase sales and Unit success

At Kick-off:

- Promote Scouts to establish their own sales goal based on your Prize Program

*Train your Scouts
and unleash their
growth and
success!*

Use This – IT WORKS!

- Hi sir/ma'am, my name is _____
- I'm a scout with Pack/Troop _____
- We're selling popcorn to help raise money for our Pack/Troop.
- You can help us by trying some of our delicious popcorn.
- You'll help us, won't you? *(don't forget to nod)*

Copyright and do not publish on the internet

Tools and Support Available

Visit www.campmasters.org to log in, order popcorn, order prizes, FAQs, training materials, training videos, etc.



www.CAMPMASTERS.org

Our Videos

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Setting Up Council Sales Products and Commissions | CAMP MASTERS POPCORN

SCOUTS: Add CAMP MASTERS App to Your Smartphone | CAMP MASTERS POPCORN

Adding Council Users | CAMP MASTERS POPCORN

Adding Warehouses | CAMP MASTERS POPCORN

Create a Stellar Scout Profile | CAMP MASTERS POPCORN

Importing Districts | CAMP MASTERS POPCORN

Importing Units | CAMP MASTERS POPCORN

Place Your Unit Show-N-Sell Order | CAMP MASTERS POPCORN

Preparing and Submitting Your Council Order | CAMP MASTERS POPCORN

Scout Registration with Parent or Guardian Email Address | CAMP MASTERS POPCORN

Scout Registration with Own Email Address | CAMP MASTERS POPCORN

Send Single Sign on Link to Unit Leaders | CAMP MASTERS POPCORN

Send Your Scouts a Single Sign-on Link | CAMP MASTERS POPCORN

Unit Leaders Smartphone APP Setup | CAMP MASTERS POPCORN

How to Place Scout Take Order | CAMP MASTERS POPCORN

Videos

Helpful
How-to Videos
&
Materials

Our Materials

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Product Images

Tins/Cartons/Bags Images

Bundles Online Only Images

Social Graphic For Popcorn Sale 2021

Councils How to Sell Inventory to Units

How a Council can do a Unit Return

How to Enter Unit Take Order

2022 Email Communications

2022 SCOUTS ONLY Marketing Guide

Car Magnet

CM Door Hanger 2021

Creating a Great Scout Bio

Popcorn Bingo

Scout Business Card Print at Home Template

Scout Business Card VistaPrint Template

Scouts Register with CAMP MASTERS Instructions

Window Cling

2021 Online Products Flyer

How to Place Unit Show & Sell Order

Unit Commitment PowerPoint

How to Import Your Scout Roster

Scout Import Excel Example

Upload Templates

2022 CAMP MASTER Kernal Guide

Social Media Posts for Scouts & Parents

How to Import Your Scout Roster

Hot to Place a Council take Order

How to move A Scout to a New Unit

How to Enter Scout Take Orders

2022 CAMP MASTERS Marketing Guide

2022 High Achiever Form

Materials

CAMPMASTERS Social Media



CAMP MASTERS Units, Parents & Scouts

Private group · 120 members



CAMP MASTERS Councils & Unit Leaders

Private group · 56 members



Joined

+ Invite

Join for Ideas and Contests

Picking Up Popcorn

What Size car do I need to pick-up the popcorn?

- **Midsized car- 20 case**
- **Luxury size car- 40 case**
- **Mini Van- 60 cases**
- **Large SUV- 70 cases**
- **U-Haul- over 70 cases**

**Keep in mind some cases vary in size*

Pick-up Popcorn in ONE trip



UNIT SUPPORT

Connecticut Yankee Popcorn Sale Advisor:

Joe Andreo

203-951-0518

Quinnipiac District:

Joseph Ushchack

ushchackj@gmail.com

Pomperaug District:

Bill Reynolds

860-806-0530

Powahay District:

Jim Patterson

203-951-0272

Scatacook District

Mayra Torres

203-951-9321

www.campmasters.org

Just Remember Teamwork Carries you Further

- **The Council has laid out a turn-key solution to make it as simple as possible for YOU!**
 - **Great Product Lineup**
 - **Comprehensive tools to support your creativity**
 - **Automation to increase efficiency and sales visibility**
- **Encourage ALL of your Scouts to participate, and to set their own goals**
- **Attitude affects Aptitude, Sell what we all believe in – SCOUTING!**
- **Neighboring communities may not have Scouts, but they'd love to see and support you!**
- **Scouts in Class A Uniforms, represent Scouting well!**
- **Scouts using the suggested Sales Presentation don't have to think about what to say**
- **Most of all, celebrate your participating Scouts as they earn their way!**

Questions?