



WHY should YOUR Unit participate in the annual Popcorn & Magazine Sale?

- A great opportunity to have only one fundraiser that will earn your Unit enough money for an entire year of program for your scouts!
- So parents don't have to write a check for everything their son does.
- The youth will be motivated to sell because of the great prize program.
- The funds raised also help YOUR council deliver quality programs and maintain council properties.
- A quality product...people will buy when they know they are supporting a quality program...Scouting!

#### **Highlights of the 2008 Sale!**

- ✓ NEW Marketing materials for customers and a "Unit Kickoff Kit" for every unit.
- ✓ ONLY 1 popcorn product price increase (Caramel Corn Light)...all the others will be the same for the third year in a row!
- ✓ RETURN of the "Support The Military" & "Magazine Derby" options for customers.
- ✓ EVERY Scout that fills up a Popcorn Take Order form will receive a FREE "I FILLED IT UP!" T-Shirt and be eligible for a weekly drawing for an Electric Scooter!

Two types of sale to participate in (your unit may do one method or both)

**Show-N-Sell:** Pre-Order popcorn at a Unit Kernel Orientation to be able to "show" it to a customer to buy.

**Take Order:** Scouts ask customers to make a selection on a "take order" form and return a few weeks later with the product(s) they selected.

#### **KEY DATES FOR THE 2008 SALE**

Early September	Unit Kernel Orientations (see next page)
September 17 & 18	Unit's pick-up Show-N-Sell Popcorn
September 21	Popcorn Sale Officially Begins!
October 31	ALL Unit Popcorn & Prize orders due to District Kernels
November 15	Unit's pick-up Take Order Popcorn
December 12	ALL money due to District Kernels for maximum unit commission

## STEPS TO A SUCCESSFUL SALE:

1. Sign up your unit to participate (see below).
2. Recruit a Unit Kernel to coordinate the sale for your unit.
3. Give every Scout and their family an opportunity to participate.
4. Conduct a quality Unit Kickoff. Clearly communicate with Scouts and families how the funds raised through the sale will benefit the unit...to purchase equipment...a special unit trip...summer camp fees...whatever your units program goals are for the next year.
5. Remember...this sale benefits your unit, your scouts and your council!

### Unit Kernel Orientation Date

(all the information and materials you need to conduct a successful sale)  
(And we are going to have pizza & soda at this meeting, so skip supper!)

DISTRICT	DATE & TIME	LOCATION
Chickasaw	Thursday, September 4, 7:00 p.m.	Mann Memorial UMC
Kiokee	Thursday, September 4, 7:00 p.m.	Wesley UMC
Yamasee	Thursday, September 4, 6:30 p.m.	Aiken 1 <sup>st</sup> Presbyterian
Ogeechee	Thursday, September 11, 7:00 p.m.	Midville UMC
Upper River	Thursday, September 11, 7:00 p.m.	Thomson Presbyterian

**TURN IN THE SIGN-UP FORM BELOW AT YOUR DISTRICT'S  
PROGRAM PREVIEW MEETING TO BE ENTERED INTO A DRAWING  
FOR A 26oz CARAMEL CORN with ALMONDS & PECANS!**

(1 tin will be awarded in each District)

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**2008 Trail's End Popcorn & Magazine Derby Sale**

\_\_\_ Yes, we plan to participate!

Our Unit Kernel is:

Name: \_\_\_\_\_ District \_\_\_\_\_ Unit# \_\_\_\_\_

Mailing address

\_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone: (H) \_\_\_\_\_ (O) \_\_\_\_\_ (C) \_\_\_\_\_

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

Approximate # of Youth planning to sell: \_\_\_\_\_

Georgia-Carolina Council, BSA -- 1450 Greene Street, Suite 150 -- Augusta, GA 30901  
Need info? Contact Jeremy Whitmore -- Fax: 706-733-0765 -- Phone: 706-733-5277  
or contact your District Executive.