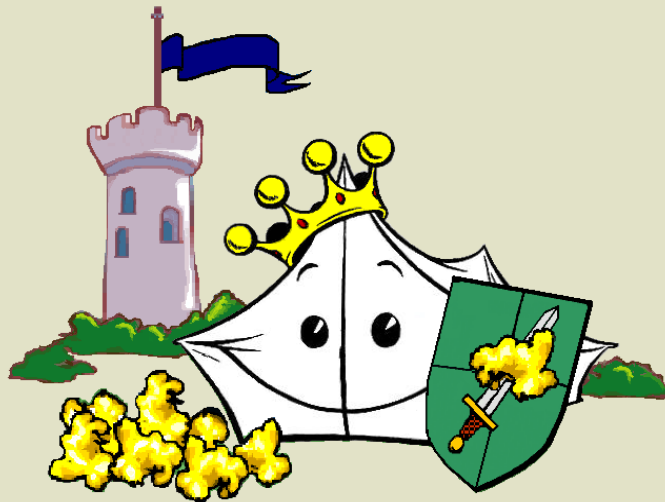


2018 Royal Popcorn Sale Samoset Council

September 15 to
October 21



Unit Popcorn Guide

Royal Theme

Youth Program

It will be each boy's Knightly goal to reach \$350 in sales. By reaching this goal, each boy will be knighted in a special ceremony by Prince Nagalli and will be given the distinguished "Popcorn Knight" patch. These new Popcorn Knights will also be allowed to test their Knightly skills by throwing a pie in the face of a designated adult.



Unit Program

A Royal Unit goal will be established by multiplying the unit's membership by \$350. By reaching their Royal Goal, the unit will receive a Royal Unit streamer. Units will receive handouts with their goals at roundtable meetings.

Each unit will have a chance to win \$500 dollars. Two given away, see page 2 for more details.

Sale Dates

Tuesday & Wednesday, August 21 & 22, 2018: Council Popcorn Kickoffs

Saturday, September 15, 2018: First Day of Popcorn Sale (No EARLY sales)

Sunday, October 21, 2018: Last Day to Sell Popcorn

Wednesday, October 24, 2018: Unit Popcorn Orders Due - Unit Popcorn Orders need to be placed online. NO LATE ORDERS ACCEPTED!

Wednesday, October 24, 2018: Unit Prize & Patch Orders Due – Prize & Patch Orders Placed Online

Friday and Saturday, November 9 and 10, 2018: Popcorn Sorting/Pick up – VOLUNTEERS NEEDED

Monday, December 3, 2018: Popcorn Checks cashed.



Unit Kernel Job Description/Incentive

Unit Popcorn Kernel (Earn the 2018 hoodie)

Complete each of the first four goals to earn the hoodie:

1. **GOAL 1: Attend the Council Popcorn Kickoff on August 21 or 22, 2018.**
2. **GOAL 2: Host a unit sale kickoff and use the 2018 BULLET BOARD.**
3. **GOAL 3: Coordinate and promote your unit's "Knocking for Popcorn Campaign" during the sale.**
4. **GOAL 4: Achieve Royal Sales Goal.**
5. Perform the mock "Pie in Your Face" promotions skit at your September Pack or Troop Meeting.
6. Collect popcorn orders and prize selections from each Scout and combine them to create your unit's order. Unit popcorn and prize brochure orders must be submitted online by October 24th, 2018.
7. Bonus prize orders (\$2,500 and \$4,000) level placed online at www.prpopcorn.com.
8. Complete blue bonus prize form and turn in at popcorn pick up along with selling roster.
9. Coordinate pick-up with your distribution site and distribute popcorn to the Scouts of your unit.
10. Perform the "Knighting Ceremony" with your unit.

Royal Unit Sales Goal: \$ _____

(Pack goals are based on \$350 per registered youth as of June 30th, 2018. Goals for Troops & Crews will be based on 75% of registered youth as of June 30th, 2018.)

Unit Incentive to win \$500 dollars

***can earn either or both entries for the drawing. Two winners!**

Entry #1: Achieve 4 of 5 to qualify

1. Achieve Royal Popcorn Goal
2. 90% of active Scouts in unit sold (including new scouts)
3. Host a knocking for popcorn day
4. Host a unit popcorn kickoff with bullet board
5. Attended the council popcorn kickoff

Entry #2: Achieve a 20% increase in sales over last year

Knocking for Popcorn and Online Sales

"Knocking for Popcorn" AND "Online sales video" drawing for a Nintendo Switch! To qualify, units must submit the names of the Scouts via email. Email adam.freund@samoset.org by October 24th, 2018 to qualify.



Top Pins Program

Each unit will receive a top sales, military sales and online sales pin. You can award them to the scouts in your unit who are the top achievers in each category. The pins will be found in your 2018 popcorn kit.

Prize Programs

Program # 1- Prize Brochure Plan (option#1) OR Straight Commission Plan (option #2)

Samoset Council offers units the option to choose whether Scouts in their unit will receive additional prizes from the "Prize Brochure" program or receive an increased commission. Each unit must choose one plan and communicate its choice to their Scouts before the sale. Regardless of the sales plan chosen, all Scouts are eligible for prizes in the "Bonus Prize" program #2 below.

Option 1: Prize Brochure Program Plan (STRONGLY recommended for Cub Scout packs!)

Unit receives 30% commission of their total sale and Scouts earn a prize from the prize brochure program. Prizes from the prize brochure provide great motivation for Scouts and are delivered just a couple of weeks after the sale. Scout are also eligible for Bonus Prizes (Program #2) below.

Option 2: Straight Commission Plan

Unit receives 34% commission of their total sale. Scouts do **not** earn prizes from the brochure prize program (option# 1 above). Scout are also eligible for Bonus Prizes (Program #2) below.

Program # 2 Bonus Prizes - available to all Scouts (Prize Brochure AND Straight Commission Plans)

Each Scout is eligible to earn a prize in each sales category. For example, a boy that sells \$550 in popcorn will earn prizes in categories 1, 2 and 3. Only one prize from the Winner's Circle Levels may be selected. See page 6 for ordering instructions.

Standard Prizes

\$10 and Up

2018 Participation Patch
Prize Program level starts at \$75 dollars

\$350 – Royal Knight Level

All the prize categories above plus:
Royal Knight Recognition. Includes a 2018 Royal Knight Patch (pictured on cover), Knighthood and a toss of a pie in the face of a designated adult

\$550 – Camp Certificate Level

All the prize categories above plus:
\$30 Samoset Camp Certificate

\$1,000-Unlimted Camp Slushy Level

All the prize categories above plus:
2019 unlimited slushy card for summer camp

Winner's Circle Prizes

Only **ONE** Winners Circle Prize may be selected.
Cannot select one from each level.

\$2,500 Winner's Circle Level

All the standard prizes above plus **ONE** of the following: Drone, laptop, Wonder Workshop Cue Robot, Scooter, Smart TV, Go Pro, BB8 Droid, \$200 Best Buy Gift Card

\$4,000 - Winner's Circle Levels

All the standard prizes above plus **ONE** of the following: Playstation VR, Nintendo Switch or Kayak

Samoset Council "Hull of Fame"

The top selling Scout and the top selling unit in the council will be inducted into the Samoset Council "Hull of Fame".

-Name added to the "Hull of Fame" plaque displayed in the Council office.

-Your family is invited to the popcorn celebration dinner in December.

Placing Your Unit Popcorn Order

www.PRPopcorn.com

Create Account

- Go to PRPopcorn.com
- Click on "My Account"
- Click on "Create Unit Profile"
- Enter your Council Key (provided by your council)
- Choose District 1 from the dropdown menu
- Choose your unit from the dropdown menu (the Unit type will populate based on the number you choose)
- Enter a username for the account (this does not need to be an email address as in previous years, but must be unique)
- Enter a Password for the account
- Enter the remaining profile information including the email address where all confirmation emails for the account will be sent.
- Click "Submit"
- You will need to log into your newly created account to complete the commitment process by answering your participation status in the sale and choice of commission options.

**Council Key:
627SAM**

How to Access My Account?

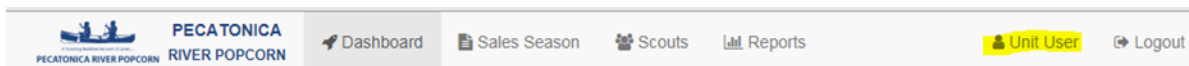
- Go to PRPopcorn.com
- Click on "My Account"
- Enter in your username and password
- Once in the system, you will see your dashboard.

The screenshot shows a user dashboard with the following sections:

- Dashboard**: Navigation buttons for Home Order, Manage Orders, Event Order Etc, My Unit's Order, and My Account Test.
- Order Summary**: Section for the current season.
- Current Season - Fall 2018**: A table with columns: Order Type, Product, Sale Season, Retail Price, Council Cost, Total Containers, Retail Cost, and Unit Cost. A total row shows 2 units for \$40.00.
- Prior Year Comparison**: A section indicating no records found.
- Important Dates**: A table with columns: Event Date, End Date, Event Name, and Event Details. It lists two events: 6/15/2018 (Coachella) and 7/15/2018 (Mid Season Sale).
- Council Info**: Details for Canyon Council # 627-021-0300, including address (2953 Barker Hill Ln #021, Santa Clara, CA 95054).

How to update my profile?

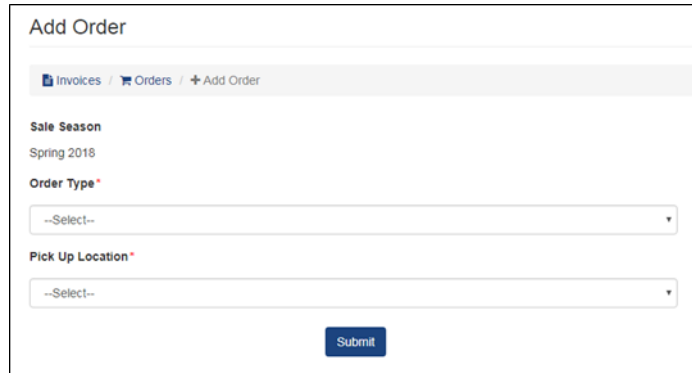
- Click on "Unit User" in the top right hand corner of the screen.



- Your profile information will display.
- To update or change your profile, click "Edit Profile."
- If you would like to change your password, click "Change Password."

How to place an order?

- Click "New Order" on the Dashboard.
- Choose what type of order you are entering (Take Order/Show n Sell) as well as pick up location.
- You will then be able to enter in your order.
 - o Remember: Take Orders = enter in as containers
- At the bottom of the order form, you can add any notes/comments to the order.
- Click "Submit Order" to place your order. ****If you do not hit Submit Order, your order it will not be placed****



Add Order

Invoices / Orders / + Add Order

Sale Season
Spring 2018

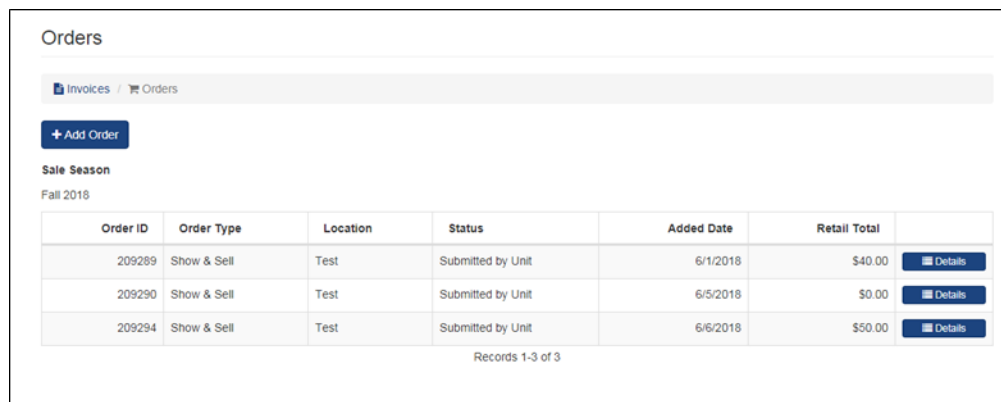
Order Type*
--Select--

Pick Up Location*
--Select--

Submit

How to edit/view an order

- Click "Manage Orders" on the Dashboard.
- Here you will see a list of orders you have placed.



Orders

Invoices / Orders

+ Add Order

Sale Season
Fall 2018

Order ID	Order Type	Location	Status	Added Date	Retail Total	
209289	Show & Sell	Test	Submitted by Unit	6/1/2018	\$40.00	Details
209290	Show & Sell	Test	Submitted by Unit	6/5/2018	\$0.00	Details
209294	Show & Sell	Test	Submitted by Unit	6/6/2018	\$50.00	Details

Records 1-3 of 3

- You can only edit an order if the order status says, "Submitted by Unit." Once your order is approved by Council, or PRP you will no longer be able to edit your order.
- If you are able to edit your order, click on "Details" and then "Edit Order."
- Once finished, click "Submit Order." **** If you do not click Submit order your order will not be updated****

How to enter/view/edit a scout for online sales (Seller ID)?

- Click "Scout Seller IDs" on the Dashboard.
- A list of Scouts with current online Seller ID's will populate.
- To add a new Scout, enter in the required fields (white boxes at the top):
 - o First Name
 - o Last Name (we only need the first two letters of his/her last name)
 - o Parent/Guardian email address
- Click "Add." A random Seller ID will be populated and an email will be sent to the parent/guardian letting them know their Scout's Seller ID.
- You may edit a Scout's information by clicking on "Edit."
 - o Only a Scout's first/last name and email can be edited. ****The Seller ID cannot be changed****
- If a Scout is no longer selling popcorn, you may inactivate him/her which will hide all information tied to that Scout. If at any time you need to view that Scout's information again you simply click on "Inactive Scouts."

***The Unit Leader and Parent/Guardian receive an email with the Scout's Seller Id.**

***The Parent/Guardian will receive a form email on behalf of the Scout to forward to family and friends.**

***The Unit Leader and Parent/Guardian will get an email when an order has been shipped so that sales can be tracked per boy through the online worksheet tool.**

***These online sales do count towards the prize and bonus prize levels.**

How to enter a scout into winner's circle (\$2,500 or \$4,000 level prizes)

- Click "Winners Circle" on the Dashboard.
- Select the Scout's name you want to enter into the Winners Circle.
- Click "Submit"
- Type in the below information
 - o Invoice period (Season and year)
 - o Total Dollars Scout sold
 - o Prize choice
 - o Worksheet verification (this can be a photo of the Take Order sheet, excel document, or anything that shows the total sales for this Scout)
 - o Zip code
 - o Name of person picking up prize
 - o Email of person picking up prize
- Click "Submit"

How to Order Participation Patches and Prizes

1. Navigate to <http://prpopcorn.com>.
2. Click "My Account" in the top right corner of the page.
3. Enter the email and password that was used to commit the unit to sell.
4. Click the "Place Prize Order" button in the bottom right corner of the unit dashboard. This will take the necessary profile information and current sales (including online) and populate them in the prize ordering website allowing for a quick order.

Brochure Prize and Participation Patch Orders

Brochure Prize and Patch orders are due online by: Wednesday October 24th, 2018.

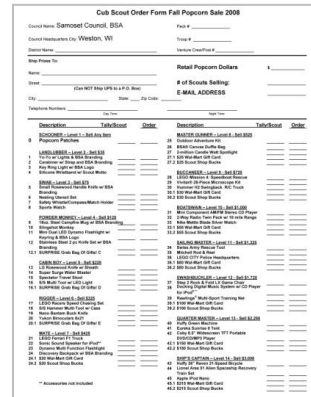
Prize flyers are attached to some popcorn sales flyers, make sure to select the correct flyers. Unit Popcorn Kernels will follow the link after placing the popcorn order. **For units NOT participating in the brochure prize program, participation patches still need to be ordered through the online system.**

Prize Tally Sheets (Brochure Prizes)

This form is used to keep track and **tally your order only**. Prizes orders must be submitted online. Please follow the instructions in the next section.



2018 Prize Brochure



Prize Tally Sheet

Online Brochure Prize & Patch Ordering

If you need assistance with this process, please contact Keller Marketing at 888-351-8000 or BSACustomerService@gcc-usa.com. When communicating via e-mail, please include your Council, Unit Number, and Phone Number.

Prize ordering instructions:

- Step 1.** Go to www.ppopcorn.com
- Step 2.** Click on "my account" in the upper right-hand corner
- Step 3.** Enter your email and password
- Step 4.** Click the "LOGIN" button
- Step 5.** Click on the indicated button to order your prizes, this will take you to the prize website to complete your prize order

Online Sales:

Increase your profit through internet sales!

Pecatonica River Popcorn gives you the ability to sell to relatives and friends via the internet! Reaching sales goals are that much more attainable as you are no longer confined geographically.

The screenshot shows the PRPopcornstore.com website. At the top, it says "Online Sales" and "PECATONICA RIVER POPCORN". Below this, there are three featured product images: "3 Gallon Tin", "2 Gallon Tin", and "1 Gallon Tin", each with a "Buy Now" button. To the right, a box titled "PRPopcornstore.com" lists benefits: "70% of every purchase to the Scout's unit and Council in his name.", "No deliveries! All product ships direct from PRP.", and "Unit leader signs up Scout for seller id via the unit dashboard." Below the featured products, there is a "Terms and Conditions" link and a list of bullet points: "Personable email to send to family and friends.", "Parent records video message of Scout telling about unit and why the popcorn sale is important.", "Customizable popcorn tins.", "Customer can choose their favorite 3 flavors from 12 unique options.", and "Sales count towards prize levels." To the right of the bullet points is a video player with a "PLAY NOW" button. Further right is a "Pick up to 3 Flavors" section with a grid of 12 popcorn flavor options, each with a "Pick up" button.

Information to turn in at Popcorn Pickup

1. Popcorn check (made out to Samoset Council)
2. 2018 invoice (will be emailed to you prior to pick up)
3. 2018 Popcorn Survey
4. 2018 Blue Bonus Form
5. 2018 Selling Roster

Popcorn Pick up Locations

Unit Popcorn Orders will need to be picked up on Friday or Saturday, November 9 or 10, 2018. Your district's pickup location is listed below. Remember to arrive with enough personnel and vehicle space to load your unit's popcorn (larger orders may require several vehicles, trucks, or trailers!) As a guide, an automobile can hold as many as 20 cases of popcorn, a sport utility vehicle can hold up to 40 cases, and a van can hold up to 60 cases. Plan your needs accordingly. Also, bring a blank check to the pick-up site to pay for your unit's popcorn order.

Popcorn Pick up Locations:

Wisconsin Rapids: Verso Paper Corp. - 700 Dura Beauty Lane, Wisconsin Rapids

Plover: Sentry Insurance Archives - 2601 Hoover Avenue, Plover

Marshfield: Superior Papers – 1616 Roddis Street, Marshfield

Weston: Weston Warehouse – 7005 Rickyvale Street, Schofield

Merrill: Tomahawk National Guard Armory – 215 Armory Road, Tomahawk

Rhineland: National Guard Armory – 1136 Adams Way, Rhineland

“Knocking for Popcorn”

Group Knocking

Take a den, patrol, or even the whole troop out selling popcorn door-to-door. Have 2 or 3 boys on each side of the street and leaders following behind in a car. Have the boys take turns asking the homeowners to buy two items to help them with their fundraising. Start around 9:00 a.m. and finish around noon. Each unit is encouraged to meet after the sale for a Rally Party (i.e., roller rink, bowling, indoor pool, McDonalds, etc.). Unit may also recognize those boys who sold the most popcorn that day.

Individual Knocking

Encourage families to go out on their own during the sale of knock for popcorn. Here are some proven knocking for popcorn tips:

- Pick a few nights during the sale to knock on doors between 5:30p.m. and 7:00p.m. (more families are home during the weekday evenings than on the weekends).
- Scouts can average between \$100-\$200 in sales each night knocking on doors.
- Stop at houses with cars in the driveway or open garage doors to maximize your efforts.

2018 Military Donation

Pecatonica River will once again be shipping the popcorn care packages to active military personnel. Please use the military donation receipt for customers who would like to include this with their 2018 tax returns.

“Pie in Your Face”

Promotion Skit

When:

September Pack Meetings and Troop Meetings
September Roundtables

Props:

Pie (whipped cream and pie plate)
Jester Hat

Characters:

Unit Leader
Jester with the pie

Skit Highlights:

Have Jester come running into the meeting with a pie.

Jester attempt to throw a pie in the unit leader’s face because he believes he is a Popcorn Knight.

Unit leader stops Jester and explains the program.

- a. Scouts must become Knighted into King Smiley’s royal court first
- b. Scouts must sell \$350 in popcorn to become eligible for knighthood
- c. Scouts will be Knighted in a special Knighting Ceremony
- d. Scouts will receive a distinguished Royal Popcorn Knight patch
- e. Scout will be able to throw a pie in a leader’s face
- f. Unit leader explains and announces the date of the unit’s “Knocking for Popcorn Campaign” and the location of the Rally Party

After Jester leaves the stage, direct your attention to the parents:

- g. Reiterate how important the popcorn sale is.
 - i. Generates the core funding for the unit’s programs and awards.
 - ii. Less time fundraising and more time spent on fun programs.
 - iii. Proceeds can help subsidize camp fees.
- h. Stress the importance of the “Knocking for Popcorn” campaign and encourage everyone to attend. Give an example of the money that can be made that day. (25 boys with 7 orders each = about \$2600 in sales or about \$788 profit to the unit)
- i. Unit Royal Goal
 - i. Announce your Royal Unit sales goal.
 - ii. Show the sample ribbon in the promotions guidebook.

Knighting Ceremony

Script

When:

December or January Pack Meetings and Troop Meetings

Props:

Pie (whipped cream and pie plate)	Sword and Shield	Red Cape
Royal Popcorn Knight Patches	Backdrop for scenery	Crown
Rain Poncho or Garbage Bags	Horn or recording of horns	Goggles

Characters / Participants:

Prince Nagalli	Horn Blower
"Pie in the Face" recipients	Scouts to be knighted

**Groups of boys can be knighted at once. Prince Nagalli can tap each kneeling Scout on their shoulder with his sword as he reads his part.

Horns Blow

Prince Nagalli: *"Welcome people, I am Prince Nagalli of King Smiley's Kingdom. We are gathered here today to pay special tribute to those Cub Scouts (Boy Scouts) who took upon themselves to accept King Smiley's challenge. It is not an easy challenge but those who were strong and able enough to sell \$350 in popcorn will be knighted tonight. "*

(call up an individual or group of Scouts)

Prince Nagalli: *"Please kneel before me as I knight you."*

Place the sword on the Scout's shoulder

Prince Nagalli: *"You have successfully met the requirements to become eligible for knighthood and King Smiley would like to invite you to become a Royal Popcorn Knight to help protect and defend the kingdom. You have shown great credit upon yourself and your pack. You have worked hard and deserve the knighthood. Therefore I now knight thee under King Smiley's directive for the next year. "*

Remove the sword

Prince Nagalli: *"Please stand.....Here is your Royal Popcorn Knight patch. Wear it proudly."*

Prince Nagalli: *"Congratulations, let's give (Scout's name/these Scouts) a round of applause."*

Prince Nagalli: *"At this time, let's test their skills at protecting this kingdom..... Let the Knights throw the pies!"*

Horns blow

Contact Information

Location	Name	Phone	E-mail
Wisconsin Rapids	Deb Anderson	715-340-7514	anderson2inscouting@gmail.com
Wisconsin Rapids	Pete Weber	715-459-9795	peterj@wctc.net
Stevens Point	Brett Jarman	715-572-3763 or 715-341-4848	bjarman@charter.net
Stevens Point	Tim Yonash	715-344-1978	yonash5@yahoo.com
Wausau	Matt Gewiss	715-359-0519	Mgewiss@aol.com
Wausau	Becky Smith	715-302-2016	smithgurl19@yahoo.com
Merrill	Al Schult	715-536-3661	Al.schult.scouting@gmail.com
Rhineland	Jim Hull	715-401-1719.	jhull200282@gmail.com

Samoset Council	Name	Phone	E-mail
Council Kernel	John Schultz	715-340-2970	John@schultz.net
Council Staff Advisor	Adam Freund	715-409-9415	adam.freund@samoset.org



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Unit Popcorn Guide - 2018 Edition