

# 2019 POPCORN FEVER Sale

Samoset Council

September 14 to  
October 20



## Unit Popcorn Guide

### Popcorn Fever Theme

#### Youth Program

It will be each youth's goal to reach \$400 in sales. By reaching this goal, each youth will earn an audition into the upcoming film Popcorn Fever. They will test their skills by throwing a pie in the face of a designated adult. Once they have completed the audition they will be recognized as a "Pop Star" and earn their Pop Star patch.



#### Smileys Ambassador Program

Those scouts who sell popcorn at the \$600 level and above will earn cumulative chances to earn the role of this year's Smiley Ambassador. A winner by random draw will be titled this year's Ambassador and will represent Smiley Productions in a goodwill trip to Universal Studios Theme Park. *(This is a 4-person (4 day/3 night) package including air fare, lodging and theme park tickets to Universal Studios in Florida).*



### Sale Dates

**August 15, 20 & 21, 2019: Council Popcorn Kickoffs**

**Saturday, September 14, 2019: First Day of Popcorn Sale (No EARLY sales)**

**Sunday, October 20, 2019: Last Day to Sell Popcorn**

**Wednesday, October 23, 2019: Unit Popcorn Orders Due** - Unit Popcorn Orders need to be placed online. NO LATE ORDERS ACCEPTED!

**Wednesday, October 23, 2019: Unit Prize & Patch Orders Due** – Prize & Patch Orders Placed Online

**Friday and Saturday, November 8 and 9, 2019: Popcorn Sorting/Pick up** – VOLUNTEERS NEEDED

**Monday, December 2, 2019: Popcorn Checks cashed.**

## Unit Kernel Job Description

- Attend popcorn kickoff in August
- Host a unit sale kickoff and use the 2019 BULLET BOARD. Establish the goal and focus on fun incentives!
- Coordinate and promote your unit's "Knocking for Popcorn Campaign" during the sale.
- Ensure all families in your unit receive sales materials (some will join late or miss the unit kickoff)
- Perform the mock "Pie in Your Face" promotions skit at your September Pack or Troop Meeting.
- 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 23<sup>rd</sup>, 2019.
- "Winner's Circle" prize orders (\$2,500 and \$4,000) placed online at [www.prpopcorn.com](http://www.prpopcorn.com).
- Make sure all qualifying scouts get the prizes and incentives they earned
- Complete blue bonus prize form and turn in at popcorn pick up along with selling roster.
- Coordinate pick-up with your distribution site and distribute popcorn to the Scouts of your unit.
- Perform the "Popcorn Fever Audition Ceremony" with your unit.

## Four Fundamentals of a successful popcorn sale

1. Sell to all friends and family
2. Have mom and dad take the order form to work
3. Go "Knocking" for popcorn with door-to-door sales
4. Online sales

## Knocking for Popcorn

"Knocking for Popcorn" drawing for a Nintendo Switch! To qualify, units must submit the names of the Scouts via email. Email [adam.freund@samoset.org](mailto:adam.freund@samoset.org) by October 23<sup>rd</sup>, 2019 to qualify. There are 3 to give away this year!!!



## Prize Programs

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

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 **AND** the bonus prize program. Prizes from the prize brochure provide great motivation for Scouts and are delivered just a couple of weeks after the sale.

#### Option 2: Straight Commission Plan

Unit receives 34% commission of their total sale. Scouts do **not** earn prizes from the brochure prize program but **are** eligible for all the "Bonus Prizes" in the bonus prize program

## 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. See page 6 for ordering instructions.

### **\$10 and Up**

2019 Participation Patch  
Prize Program level starts at \$75 dollars

### **\$400 – Pop Star level**

All the prize categories above plus:  
Popstar recognition. Includes a 2019 Popstar Patch (pictured on cover), Audition including tossing of a pie in the face of a designated adult

### **\$600 – Camp Certificate Level/Universal Studios Vacation Entry #1**

All the prize categories above plus:  
\$30 Samoset Camp Certificate and entry #1

### **\$1,000-Unlimited Camp Slushy Level/Universal Studios Vacation Entry #2**

All the prize categories above plus:  
2019 unlimited slushy card for summer camp and entry #2

### **\$1,500-Universal Studios Vacation Entry #3**

### **\$2,000-Universal Studios Vacation Entry #4**

### **\$2,500 and \$4,000 - Winner's Circle Levels/Universal Studios Vacation Entry #5**

All the prizes categories above plus **ONE** of the following  
\$2,500 level prizes: Drone, 2-in-1 Touchscreen, Gaming bundle, Scooter, Smart TV, AirPods, VR Headset, Classic Hoverbaord or \$200 Best Buy Gift Card

**OR**

\$4,000 level prizes: Choose prize from \$2,500 level above **or** one of the following  
Nintendo Switch, Xbox One S 500GB, Playstation 4

**Universal Studios Vacation Entry #6-10 (All \$4,000+ sellers earn 10 entries into the drawing). Sales must come from single family, no combined sales.**

### **Samoset Council**

## **“Hull of Fame”**

The top selling Scout and 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](http://www.PRPopcorn.com)

- Go to [PRPopcorn.com](http://PRPopcorn.com)
- Click on "My Account"
- Click on "Create Unit Profile"
- Enter your Council Key (Council Key: **627SAM**)
- Choose your District from the dropdown menu
- Choose your unit type from the dropdown menu
- Choose your unit number from the dropdown menu
- 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"

**Council Key:**  
**627SAM**

## How to Access My Account?

- Go to [PRPopcorn.com](http://PRPopcorn.com)
- Click on "My Account"
- Enter in your username and password
- Once in the system, you will see your dashboard.

The dashboard displays the following information:

- Order Summary:** A table showing order details 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.
- Prior Year Comparison:** A section indicating "No records found".
- Important Dates:** A table listing event dates and details.
- Council Info:** A section providing council details.

Order Type	Product	Sale Season	Retail Price	Council Cost	Total Containers	Retail Cost	Unit Cost
Show & Sell					2	\$40.00	
Total					2	\$40.00	

Event Date	End Date	Event Name	Event Details
6/15/2018	6/30/2018	Coachella	Test update
7/15/2018	7/30/2018	Mid Season Sale	test only

Name	Phone No.
Caspio Council	850-691-0900
Address	City
2903 Bunker Hill Ln #201	Santa Clara
State	Zip
California	95054

## How to update my profile?

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

The navigation bar includes the following elements:

- Logo: PEACATONICA RIVER POPCORN
- Menu items: Dashboard, Sales Season, Scouts, Reports
- User profile: Unit User (highlighted), Logout

- 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 have the ability to add any notes/comments to the order.
- Click "Submit Order" to place your order.

**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.
- You can only edit an order if the order status says "Submitted by Unit." Once your order is approved by District, 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."
  - o Here you are able to change the quantities and any notes that were added.
- Once finished, click "Submit Order."

**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

## 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.
  - o You do not have to enter a Scout every year for a new Seller ID. Scouts can use the same ID year after year while with this unit.

Scouts							
Scouts							
Active Scouts		Inactive Scouts		All Scouts			
X Bulk Delete							
Inactive	First Name	Last Name	Email	Seller ID	Date Added		
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>				Add
<input type="checkbox"/>	No	John	Doe	john.doe@email.com	0EAX6C	10/13/2017	Prizes Edit X Delete
<input type="checkbox"/>	Yes	Joe	Smith	joesmith@email.com	6QJN1C	10/30/2017	Prizes Edit X Delete
<input type="checkbox"/>	No	test	test	alisa.proskura@caspio1.com	S0211I	11/28/2017	Prizes Edit X Delete
<input type="checkbox"/>	No	Benny	White	bwhite@test.com	XS1U2W	3/22/2018	Prizes Edit X Delete

Records 1-4 of 4

- 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.**

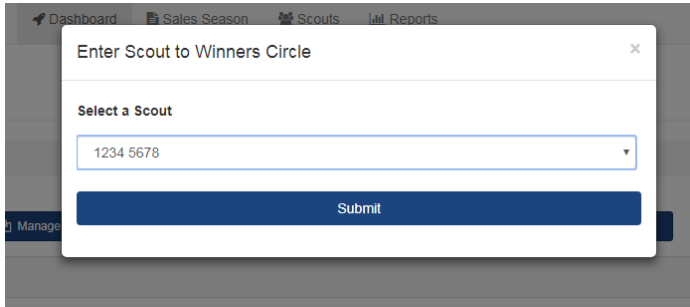
**\*The Parent/Guardian will receive a form email on behalf of the Scout to forward to family and friends.**

**\*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 the Winner's Circle?

- Click "Winners Circle" on the Dashboard.
- Select the Scout's name you want to enter into the Winners Circle.
  - o Scouts are added through the Scout Seller ID process (please see above).



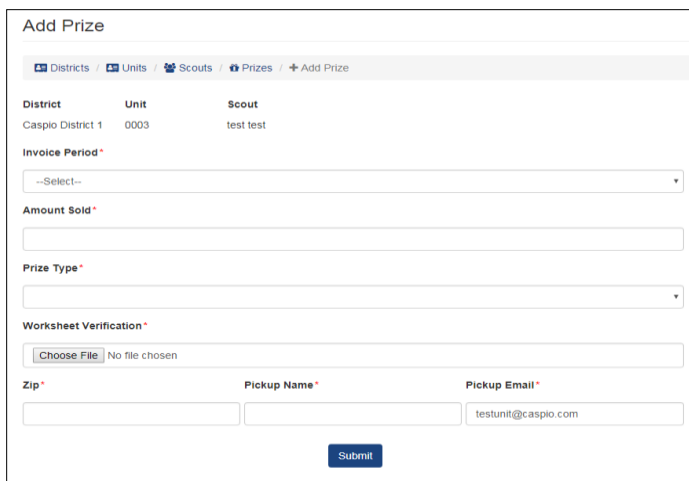
Enter Scout to Winners Circle

Select a Scout

1234 5678

Submit

-Click "Submit"



Add Prize

Districts / Units / Scouts / Prizes / Add Prize

District	Unit	Scout
Caspio District 1	0003	test test

Invoice Period \*

Amount Sold \*

Prize Type \*

Worksheet Verification \*

Choose File No file chosen

Zip \* Pickup Name \* Pickup Email \*

Submit

- Type in the above 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"

# Brochure Prize and Participation Patch Orders

Brochure Prize and Patch orders are due online by: Wednesday October 23rd, 2019.

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.



2019 Prize Brochure

Description	Tally/Total	Order	Date
1. PATCHES - LANCE 1, 2nd ANA 2018			
2. PATCHES - LANCE 1, 2nd ANA 2018			
3. PATCHES - LANCE 1, 2nd ANA 2018			
4. PATCHES - LANCE 1, 2nd ANA 2018			
5. PATCHES - LANCE 1, 2nd ANA 2018			
6. PATCHES - LANCE 1, 2nd ANA 2018			
7. PATCHES - LANCE 1, 2nd ANA 2018			
8. PATCHES - LANCE 1, 2nd ANA 2018			
9. PATCHES - LANCE 1, 2nd ANA 2018			
10. PATCHES - LANCE 1, 2nd ANA 2018			
11. PATCHES - LANCE 1, 2nd ANA 2018			
12. PATCHES - LANCE 1, 2nd ANA 2018			
13. PATCHES - LANCE 1, 2nd ANA 2018			
14. PATCHES - LANCE 1, 2nd ANA 2018			
15. PATCHES - LANCE 1, 2nd ANA 2018			
16. PATCHES - LANCE 1, 2nd ANA 2018			
17. PATCHES - LANCE 1, 2nd ANA 2018			
18. PATCHES - LANCE 1, 2nd ANA 2018			
19. PATCHES - LANCE 1, 2nd ANA 2018			
20. PATCHES - LANCE 1, 2nd ANA 2018			
21. PATCHES - LANCE 1, 2nd ANA 2018			
22. PATCHES - LANCE 1, 2nd ANA 2018			
23. PATCHES - LANCE 1, 2nd ANA 2018			
24. PATCHES - LANCE 1, 2nd ANA 2018			
25. PATCHES - LANCE 1, 2nd ANA 2018			
26. PATCHES - LANCE 1, 2nd ANA 2018			
27. PATCHES - LANCE 1, 2nd ANA 2018			
28. PATCHES - LANCE 1, 2nd ANA 2018			
29. PATCHES - LANCE 1, 2nd ANA 2018			
30. PATCHES - LANCE 1, 2nd ANA 2018			
31. PATCHES - LANCE 1, 2nd ANA 2018			
32. PATCHES - LANCE 1, 2nd ANA 2018			
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34. PATCHES - LANCE 1, 2nd ANA 2018			
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97. PATCHES - LANCE 1, 2nd ANA 2018			
98. PATCHES - LANCE 1, 2nd ANA 2018			
99. PATCHES - LANCE 1, 2nd ANA 2018			
100. PATCHES - LANCE 1, 2nd ANA 2018			

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](mailto: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](http://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: "Movie Concessions", "2 Gallon Tin", and "3 Gallon Tin". 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" section with 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 this list 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 small image and a name.

## Information to turn in at Popcorn Pickup

1. Popcorn check (made out to Samoset Council)
2. 2019 invoice (will be emailed to you prior to pick up)
3. 2019 Popcorn Survey
4. 2019 Blue Bonus Form
5. 2019 Selling Roster

## Popcorn Pick up Locations

Unit Popcorn Orders will need to be picked up on Friday or Saturday, November 8 or 9, 2019. The pickup location options are 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

**Tomahawk:** 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 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.
- Stop at houses with lights on

## **Payanywhere**

Payanywhere is the payments platform for powering your popcorn sales. Pecatonica River Popcorn is pleased to announce that we've partnered with mobile payments leader Payanywhere to help you increase your unit's popcorn sales with the very latest in point of sale software.

- Free card reader(s) & app
- Next day funding
- Barcode scanning
- Live, U.S.-based customer support

Signing up is simple!

Just head to [payanywhere.com/prpopcorn](https://payanywhere.com/prpopcorn) to sign up for Payanywhere for FREE.

## **2019 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 2019 tax returns.

# “Pie in Your Face”

## Promotion Skit

### When:

September Pack Meetings and Troop Meetings  
September Roundtables

### Props:

Pie (whipped cream and pie plate)

### Characters:

Unit Leader  
Popcorn Fever director (Steven Smileyberg)

### Skit Highlights:

Have Popcorn Fever director come running into the meeting with a pie.

Have the Popcorn Fever director explain the program.

- a. We are looking for good actors to audition for the upcoming Popcorn Fever movie
- b. Scouts must sell \$400 in popcorn to earn their audition into the movie
- c. Scouts who earn their audition will have a chance to throw a pie in a leader's face
- d. Scouts will receive a limited edition “Popstar” patch
- e. Scout will be able to throw a pie in a leader's face

After the Popcorn director leaves the stage, direct your attention to the parents:

- f. 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.
- g. 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)

Review all of the 2019 incentives

# Popcorn Fever Audition Ceremony

## Script

### When:

November or December Pack Meetings and Troop Meetings

### Props:

Pie (whipped cream and pie plate)	Director's chair
Popstar Patches	Clipboard for director

### Characters / Participants:

Popcorn Fever Director	"Pie in the Face" recipients
Scouts who earned the audition	

**Popcorn Fever Director (Steven Smileyberg):** *"Welcome everyone, I am Steven Smileyberg of Smiley Productions. I am here today to audition Scouts for my upcoming film Popcorn Fever. This film is a slapstick comedy and the stars of the film need to be skilled in the art of pie throwing. It is not an easy challenge but those who were skilled enough to sell \$400 in popcorn will audition tonight. "*

**(call up an individual or group of Scouts)**

**Popcorn Fever Director (Steven Smielyberg):** *Position the Scouts and leaders for the pie throwing. Instruct the youth to throw the pie on your command. Yell out "LIGHTS, CAMERA, ACTION" for each Scout's audition. Instruct each Scout to wait off to the side up front as each Scout auditions.*

**After all youth have completed their audition**

**Popcorn Fever director (Steven Smileyberg):** *"After careful review and much deliberation you all have successfully met the requirements to be cast into my new movie Popcorn Fever, congratulations! You have shown great skill and deserve this honor. You are all now considered "popstars" for your role in this film, here is your "popstar" patch you can wear proudly.*

**Popcorn Fever director (Steven Smileyberg):** *"Congratulations, let's give all Scouts a round of applause."*

**Popcorn Fever director (Steven Smileyberg):** *Lastly, we need one very special Scout to be an Ambassador to Universal Studios. Each Scout who sold over \$600 dollars in popcorn has earned a chance (or multiple chances) to win a trip to Universal Studios as Samoset Council's Ambassador. Someone from this group could be chosen, good luck!*

## 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
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