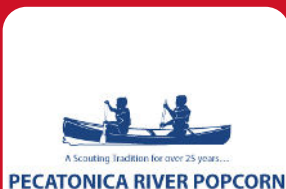




# FALL PRODUCT SALE

## 2023 UNIT GUIDEBOOK

**FUND AN ENTIRE YEAR'S WORTH  
OF PROGRAM THROUGH THE FALL  
PRODUCT SALE!**



**POPCORN**



**KRINGLE**



**COFFEE**



**WREATHS**

Dear Fall Product Sale Unit Coordinator:

Thank you for selling with us. Each year, the Potawatomi Area Council's predominate unit fundraising program achieves three main objectives for Scouting.

- First, our Scouts sold nearly 1.5 million (gross) of our Wisconsin-based products, netting approximately \$1,000,000 to fund our local units and council alike! There is nothing more gratifying than watching our Scouts earn their way to summer/winter camp, day camp, trainings, high adventure base camps and jamborees.
- Secondly, a portion of the fall product sale, remained with the council to support unit and volunteer operations through our council's facilities and services such as our Council Service Center, Camp Long Lake, volunteer trainings and our service team staff.

Lastly, the fall product sale fundraiser instills an incredibly strong work ethic and salesmanship in

- participating youth, encouraging them to earn their way to activities and events while supporting the bigger worldwide message of Scouting.

Thanks to your participation, over **70%** of all product sale earnings stay right here in The Potawatomi Area Council.

Please find inside:

- Show and Sell Store Information
- Sales Timelines
- Contact information
- Unit instructions for on-line ordering (popcorn, wreaths, coffee and kringle)
- Sales and Safety Tips
- Bucks incentive information and MORE!

We appreciate your unit's participation. We are looking forward to another successful year! Feel free to contact me at (262) 436-8419 or [connie.jadowski@scouting.org](mailto:connie.jadowski@scouting.org) with any questions.

Yours in Scouting,

Connie Jadowski



# 2023 SALES INFORMATION

## Council Website

Go to [pachbsa.org](https://pachbsa.org) for more sales information, helpful hints for Scouts to maximize sales, order forms and links.

## 2023 Commission Plan

### 30% Minimum Commission:

This is the base commission. Any Scout unit will earn at least this commission just for selling. This commission is for units that DO NOT attend product sale training or units who do not pay in full at the time of pickup.

### 40% Commission:

To earn this commission your unit must:

- 1.) Sign up to sell
- 2.) Attend one product sale training
- 3.) Pay in full at time of pickup

### Contact Information:

If you have questions about the product sale, be sure to contact your District Executive or Connie Jadowski.



## Potawatomi Service Team

Please contact the front desk at **(262) 544-4481** and ask for your service area representative  
or

Email Connie at [connie.jadowski@scouting.org](mailto:connie.jadowski@scouting.org)







# FALL PRODUCT SALE

## IMPORTANT FALL PRODUCT SALE DATES

### Sales Training Dates

*Please choose only one date to attend*

#### Wednesday, August 2, 2023

Council Service Center (Training Center)  
804 Bluemound Rd, Waukesha

**Registration:** 5:30 PM - 6:00 PM

**Training:** 6:00 PM - 7:15 PM

#### Wednesday, August 9, 2023

Council Service Center (Training Center)  
804 Bluemound Rd, Waukesha

**Session #1: (fast track) Open House:** 5:30 PM - 6:15 PM  
*\*for unit coordinators with 3+ years of experience*

**Session #2:** 6:30 PM - 7:45 PM

### Other Important Sales Dates

Popcorn Show and Sell Orders Due

**Reminder:** Order chocolate product sparingly. Chocolate products are non-returnable

Friday, August 25

Popcorn Show and Sell Orders Pickup

Location: Lindner Logistics, 6055 S. 6th St, Milwaukee, WI

Wed-Fri, September 13 – 15

Council Popcorn, Wreath & Coffee Sales Begins

Saturday, September 16

Council Popcorn, Wreath & Coffee Sale Ends

Saturday, October 14

Fall Product Sale Take Order Deadline, Show and Sell Product Return

Location: Lindner Logistics, 6055 S. 6th St, Milwaukee, WI

Tuesday, October 17

Payments are also due on this date **NOTE SHOW AND SELL CHECKS WILL BE DEPOSITED THE NEXT DAY** Also, no chocolate product will be returned  
**\*Bucks ticket requests and prize orders due!**

Take Order Popcorn, Coffee & Kringle Pickup and Payment Due

Location: Lindner Logistics, 6055 S. 6th St, Milwaukee, WI

Wed-Fri, November 8 – 10

Wreath Sale Pickup and Payment Due

Location: State Fair Park (Gate 5) Cattlebarn

Friday, November 10:

*Large box trucks*

& Sunday, November 12

*all others*

Take Order Product Sale Checks Deposited

Monday, December 4

For More Information or to Sign up Please Contact Connie Jadowski: 262-436-8419 | [connie.jadowski@scouting.org](mailto:connie.jadowski@scouting.org)  
804 Bluemound Road, Waukesha, WI 53188 Potawatomi Area Council, BSA

# THREE GREAT WAYS TO SELL...TRY ONE OR ALL THREE!

You may choose to use all three methods or concentrate your efforts on any one, two or three of these methods. But keep in mind, the more methods you employ, the greater potential for sales.

## 1 Show-n-Sell Sales (popcorn only)

Setting up a display of your popcorn at a mall, place of worship, grocery store or other high traffic areas is a great way to add extra income to your sale. This requires that you order product in advance in order to sell it on site. Remember that any leftover product can be used to fulfill orders from your regular Take Order Form Sale.

### Process:

- |                                  |                                  |
|----------------------------------|----------------------------------|
| · Secure locations and times     | August / September               |
| · Order the product              | Friday, Aug. 25th                |
| · Pick up the product            | Wed-Fri, Sept. 13th - 15th       |
| · Conduct show-n-sell            | Sat, Sept. 16th - Sat, Oct. 14th |
| · Payment due and popcorn return | Tuesday, Oct. 17th               |

Note Show-n-Sell checks will be deposited the following business day.

### Cooperating Stores (NOT LIMITED TO):

- Pick-n-Save: Sign-up Genius will be emailed to all Unit Coordinators by early August
- Please only sign-up for 2 spots to ensure fairness
- Piggly Wiggly: Must coordinate with store manager - Tommy Horack
- Festival Foods: Must sign "Festival Foods" contract and return to customer service before signing up - Rebecca Susa
- Sentry: Contact manager directly

## 2 Take Order Sales (popcorn, wreaths, coffee and kringle)

The traditional way for Scouts to sell product is by going door-to-door. Again this year, we will offer the door hanger option. Mom and Dad can also help pick up popcorn orders by circulating or posting an order form or promotional tent at work or emailing to friends.

### Process:

- |  |  |
|--|--|
| · Take Order Distribution                                  | Wed-Fri, Sept. 13th - 15th   |
| · Product and Prize orders due                             | Tuesday, Oct. 17th   |
| · Product Pickup (popcorn, coffee & kringle) & payment due | Wed-Fri, Nov. 8th - 10th   |
| · Wreath Pickup and payment due                            | Friday, Nov. 10th (large box trucks)<br>& Sunday, November 12th (all others) |

## 3 Online Sales

Online Sales are the perfect way to get family and friends that live far away involved with Scouting! You're sure to boost sales when you email or text those that don't live near you...plus they can reorder anytime throughout the year and you'll get credit! Best part is all shipping is FREE! Facebook, Instagram, Twitter are also great ways to get your sale to grow! Be Creative and create a video...because who can say no to that?



## Scout Boss Guide (Unit)

This guide goes over frequently asked questions in regards to navigating and completing certain required tasks in Scout Boss. First Steps:

- Go to [PRPopcorn.com](https://PRPopcorn.com)
- Click on "My Account"
- Click on "Create Unit Profile"
- Enter your Council Key (provided by your council)
- 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"

### How to Access My Account?

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

Dashboard

Dashboard

New Council Order

New Unit Order

Manage Unit Orders

Approve Unit Orders

Remaining Balance

View Seller IDs

Add New Unit

View/Apply Payments

Add Important Date

Unit to Unit Transfer

Order Summary

Current Season - Fall 2020

Download data

Order Type ▲	Total Containers	Total Retail Dollars	Total Unit Cost	Unit Commission	Council Cost	Council Profit
Show & Sell	216	\$4,400.00	\$2,948.00	\$1,452.00	\$1,239.80	\$1,708.20
Total	216	\$4,400.00	\$2,948.00	\$1,452.00	\$1,239.80	\$1,708.20

Prior Season Comparison - Fall 2019

Download data

Order Type ▲	Total Containers	Total Retail Dollars	Total Unit Cost	Unit Commission	Council Cost	Council Profit
Council to Unit	180	\$4,825.00	\$3,377.50	\$1,447.50	\$1,440.85	\$1,936.65



# HOW TO ORDER POPCORN

## 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.

A screenshot of the 'Add Order' form. The form has a title 'Add Order' and a breadcrumb trail 'Invoices / Orders / + Add Order'. It contains two dropdown menus: 'Order Type\*' with a '--Select--' option and 'Pick Up Location\*' with a '--Select--' option. A blue 'Submit' button is at the bottom right of the form.

- You will then be able to enter in your order.
  - o Remember:
    - Show n Sell orders = enter in as cases (If you are unsure of how many containers are in a case per product, please see “Helpful Tips” at the bottom of the page.)
    - Take Orders = enter in as individual containers.
- At the bottom of the order form, you have the ability to add any notes/comments to the order.
- Click “Update” to place your order.

## How to Edit/View an Order?

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



# HOW TO ORDER POPCORN

## Orders

[Invoices](#) / [Orders](#)

[+ Add Order](#)

**Sale Season**  
Fall 2020

Order ID	Order Type	Location	Status	Added Date	Retail Total		Product Order Notes
664415	Show & Sell	Pecatonica River Popcorn	Submitted by Unit	7/6/2020	\$0.00	<a href="#">Details</a>	
Total					\$0.00		

Records 1-1 of 1

- 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 “Update.”

## 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"/>			<a href="#">Add</a>
<input type="checkbox"/>	No	John	Doe	johndoe@email.com	0EAX6C	10/13/2017	<a href="#">Prizes</a> <a href="#">Edit</a> <a href="#">Delete</a>
<input type="checkbox"/>	Yes	Joe	Smith	joesmith@email.com	6QJN1C	10/30/2017	<a href="#">Prizes</a> <a href="#">Edit</a> <a href="#">Delete</a>
<input type="checkbox"/>	No	test	test	alisa.proskura@caspio1.com	S0211I	11/28/2017	<a href="#">Prizes</a> <a href="#">Edit</a> <a href="#">Delete</a>
<input type="checkbox"/>	No	Benny	White	bwhite@test.com	XS1U2W	3/22/2018	<a href="#">Prizes</a> <a href="#">Edit</a> <a href="#">Delete</a>

Records 1-4 of 4

- To add a new Scout, enter in the required fields (white boxes next to the Add button):
  - 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.



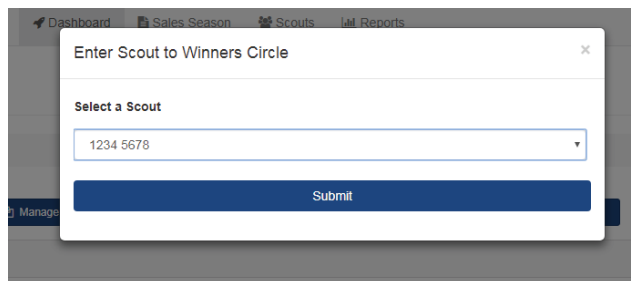


# HOW TO ORDER POPCORN

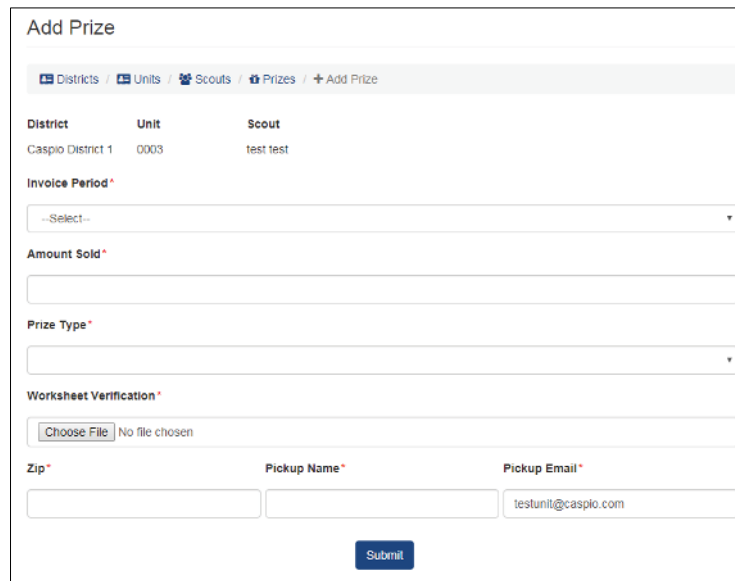
- You may edit a Scout's information by clicking on "Edit."
  - o Only a Scout's first/last name and email can be edited. **\*\*The Seller ID cannot be changed\*\***
- If a Scout is no longer selling popcorn, you may inactivate him/her which will hide all information tied to that Scout. If at any time you need to view that Scout's information again you simply click on "Inactive Scouts."

## 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 to the dropdown through the Scout Seller ID process (please see above).

A screenshot of a web application showing a modal window titled "Enter Scout to Winners Circle". The modal has a close button (X) in the top right corner. Inside, there is a section labeled "Select a Scout" with a dropdown menu showing "1234 5678". Below the dropdown is a blue "Submit" button. The background shows a dashboard with tabs for "Dashboard", "Sales Season", "Scouts", and "Reports".

- Click "Submit"

A screenshot of a web application showing the "Add Prize" form. The form has a breadcrumb trail: "Districts / Units / Scouts / Prizes / + Add Prize". It contains several fields: "District" (Caspio District 1), "Unit" (0003), "Scout" (test test), "Invoice Period" (a dropdown menu), "Amount Sold" (a text input field), "Prize Type" (a dropdown menu), "Worksheet Verification" (a "Choose File" button with "No file chosen" text), "Zip" (a text input field), "Pickup Name" (a text input field), and "Pickup Email" (a text input field with "testunit@caspio.com"). A blue "Submit" button is at the bottom.

- Type in the above information
  - o Invoice period (Season and year)
  - o Amount Sold (Total dollars Scout sold)
  - o Prize Type
  - 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



# HOW TO ORDER POPCORN

- Name of person picking up prize
- Email of person picking up prize
- Click "Submit"

## How do I Tabulate My Order?

- Click "Worksheet Tool" on the Dashboard.
- Select the blue "Download Worksheet Tool" link.
- Save the excel file anywhere on your device.
- Once file is open, enter in the Unit information, Scout names, and product quantities that each Scout sold.
- The totals at the bottom of the page are what you enter into the popcorn order form to place your popcorn order.

## How do I access Kernel Tracker?

- Click "Kernel Tracker" from the Dashboard
- On the following screen enter in an email and password to gain access to the tool. NOTE: the username and password do not have to be the same as the login for Scout Boss, but it may be beneficial to keep them the same.
- For more help on how to navigate Kernel Tracker visit [https://pecatonicariverpopcorn.com/Tutorial\\_KernelTracker.html](https://pecatonicariverpopcorn.com/Tutorial_KernelTracker.html)

## What is Included in the Top Header?



- **Dashboard**
  - Select this at any time to go back to the dashboard.
- **Sales Season**
  - Here you can:
    - Add/edit/view any orders placed during the fundraiser year.
    - Commit to each order type (Show n Sell or Take Order).
    - Print an invoice
- **Scouts**
  - Here you can:
    - Add/view all Scouts
    - Edit Scouts information
    - Enter in Winners Circle prize
    - Activate/inactivate Scouts
- **Reports**
  - Here you can generate the following reports:



# HOW TO ORDER POPCORN

- Pick Tickets
  - Online Invoices (online sales per Scout)
  - Remaining Balance
  - Sales Summary
  - Commission Matrix – this report shows you the commission percent assigned to your unit. If there is a mistake with that percent, please contact your council office.
- **Files**
- Here you can:
    - Print council specific forms
    - View PDF versions of sales forms



# HOW TO ORDER POPCORN

**ONLINE  
SALES:**

## *Getting Started* with MyPRPopcorn is Quick and Easy!

My PR Popcorn is a secure, online platform that helps Scouts and their parents sell more popcorn by easily promoting their sale to family and friends online using your own custom profiles. Scout profiles can be setup and managed using your Android device, iPhone or web browser.

With the My PR Popcorn app, simply select "Share Profile" at the top of the My Profile page to share it using any email or social media account set up on your phone. When customers visit a Scout's profile, they can select the "Support Me Now" button on your profile page that will take them to the online Pecatonica River store.

### Want to get started?

1

2

3

1. Download the My PR Popcorn app on the Apple App store or Google Play store.
2. Create your Scouts Profile being sure to use Seller ID **ABZYPM**.
3. Share with family and friends.

### Want to reach those not on Social Media?

1

2

3

1. Copy the content in the box below.
2. Paste the copied content into an email message (including the shop now button).
3. Add a custom message and sign your name.

Please support me and Scouting by ordering some of our finest flavor combinations. Pecatonica River Popcorn allows you to choose from popcorn, pretzels, candy, trail mix or coffee all with FREE shipping. You may also choose to send a taste of home to our U.S. Military men and women by purchasing a Popcorn Military Donation. These donations are available in denominations from \$10-\$100 and ship direct from Pecatonica River Popcorn to men and women in the U.S. Military.

60% of your purchase goes back to my Unit and Council to help instill the very values that have made Scouting a time-honored tradition for over 100 years.

Thank you for your support,

Bill Jim  
Seller ID: **ABZYPM**

**SHOP NOW**



# OPTIONAL/ORDER INSTRUCTIONS

## Helpful Tips for SAFE Payment Transactions:

- Where to get card reader



- It's FREE – Get your free credit card reader at [squareup.com/i/PRPOPCORN1](https://squareup.com/i/PRPOPCORN1)
- Just 2.6 percent + \$0.10 per swipe.

**Square**

Small credit card reader, big possibilities! Take-in-person card payments anywhere with Square.

Accept credit cards anywhere! Square readers work with the free Square Point of Sale app to allow everyone to take payments on their smartphone or tablet. Increase your popcorn sales with the latest technology.

**Increase Sales!**

- ✓ Fast setup
- ✓ Next day funding
- ✓ Free card reader & app
- ✓ Load your inventory and track sales
- ✓ Live customer service support
- ✓ No commitments

**Signing up is simple!**

Just head to [squareup.com/i/PRPOPCORN1](https://squareup.com/i/PRPOPCORN1) to sign up for Square for FREE.

## Coffee & Kringle Order Instructions:

- Go to the council website [pacbsa.org](https://pacbsa.org)

BOY SCOUTS OF AMERICA  
POTAWATOMI AREA COUNCIL

Join Support Calendar Camping More

Special Events  
Product Sale

**Coffee**

Enjoy a tasty cup of coffee and support your local Scout Troops. Our Scouts offer a wide selection of ground coffee and single cup varieties from Berres Brothers Coffee. A native Wisconsin coffee roaster, Berres Brothers has been providing flavorful coffee options since 1970 and we are proud to sell their products as one of our fundraising options.

**Kringle**

One of the favorite delights our Scouts sell are Racine Danish Kringles. As the official pastry of Wisconsin, it is appropriate that the Potawatomi Area Council sells these delectable Danish delights to support our youth organization. We have Kringle gift Packs that are especially popular during the holidays and a great way to support our organization.

ORDER FORM

ORDER FORM





# WREATH ORDER INSTRUCTIONS

## How to Place a Group Wreath Order: For the PAC Wreath Fundraiser

- Register your group by going to <https://northwoodswreaths.com/pacwreathsale/> and clicking on Request New Account. Fill out the form and the admin will approve your account.
- To **reserve your pickup date/time** return to <https://northwoodswreaths.com/pacwreathsale/>, click LOGIN, and the Place a group order. Order for 1 item and click Add to Cart and the Proceed to Save Order. The Checkout screen will appear. Verify the information and then choose your pickup date and time. Click Place order. You will receive an emailed copy of your invoice.
- To **place your final order** login to the website. If you have placed an initial order the invoice number will appear. Click on Edit and complete the order form. Click Save when complete. **If you have yet to place an order, click on Place a group order**, complete the form and click Add to Cart and the Proceed to Save Order. The Checkout screen will appear. Verify the information and then choose your pickup date and time. Click Place order. You will receive an emailed copy of your invoice.
- If you are **utilizing one of the Rally Up online sales sites** you need to aggregate your Rally Up sales with your door to door sales and enter the totals by product on <https://northwoodswreaths.com/pacwreathsale/> using the above instructions. Rally Up will email you a spreadsheet of your final order withing 2 days of your sale end date. Simply add these totals to what your members sold using paper order forms.
- Your order status will remain **On Hold** until November 1. This allows you to make any additions/edits needed after sales are due.



# 2023 COFFEE, KRINGLE WREATHS & POPCORN SALE

### **Seller Tips:**

- Always sell in pairs accompanied by an adult. Never sell after dark.
- Always act like a Scout; be polite, courteous, wear a smile and introduce yourself.
- Always wear your uniform. Everybody loves to support a Scout in uniform.
- Always walk on the sidewalk or driveway, not through the yard. Watch for Traffic.
- Never carry large amounts of cash with you. Never enter anyone's house.
- Remember to always have two pens with you and make sure you keep your Take-Order form as neat as possible.
- Statistics show four out of five houses buy product when asked.
- Make sure you know all the different types of products you are selling.
- Most importantly, when you are selling the products, tell the people what the money goes towards.
- Make sure you know the date when you will be delivering the product to your customers.
- The more people you ask the more people will buy.
- Ask your parents if you can go to their offices and sell. Make sure you deliver the product and say "Thank You". If you can't deliver it yourself, tape a thank you note to the top of the product.
- Write a thank you note and place a copy of it on all the product you deliver to let everyone know how much you appreciate their support. (This will benefit you next year when you call on them.) Remember to say "Thank You" when you hand deliver it.
- Keep your Take-Order forms so you can call on these people again next year. People will remember how polite and courteous you were, the nice thank you note they received, and the product that they did not buy enough of!
- Have FUN!



# UNIT TIPS FOR A SUCCESSFUL POPCORN SALE



## Following are a variety of tips that will help your unit to have a successful popcorn sale:

- Develop your unit need for funds and then set your budget to establish a unit goal. Let popcorn fund your quality Scouting program.
- Educate the parents of the direct benefits to them. For example, Johnny or Emma sells \$\_\_\_ and gets to go to camp. Show how this fundraiser gives more back to their child than other fundraisers.
- Have a big Unit Kickoff for the youth to get all materials and get everybody excited! All the youth should receive the Family guide and the Take Order form. Review all prizes available to the youth.
- Create a fun video to sell via social media, a fun and safe way to sell.
- Participate in Super Sale Saturday “Blitz Day” where every youth in the unit sells, whoever sells the most that day gets a prize.
- Establish an additional unit prize program in addition to Council prize program, i.e. each Scout who sells \$\_\_\_ gets to go to Cub parent weekend (with their parents) or Camporee for FREE!
- Have a prize for the youth that has the highest sales each week.
- Establish a unit customer base. Make two copies of all the order forms. Keep one copy in unit records for next year in case a youth moves, etc. The youth keeps one so they can ask when they call on them next year “that probably wasn’t enough was it?”
- Write and copy a letter for all of your Scouts explaining the popcorn sale, why you are selling, the dates of delivery and the benefits for your unit and council.
- Do corporate sales using employers and companies of the parents and leaders within your unit.
- Remind parents of all the great uses popcorn gifts make for teachers, co-workers, neighbors, baby-sitters, and relatives and make it fun!



# SHOW AND SELL OPTIONS

For those participating in the show and sell for popcorn (this is where you pre-order your popcorn, then sign-up to sell at local stores, churches, fairs and restaurants). There will once again be a coordinated effort for Pick n' Save this year.

Pick'n Save<sup>®</sup> metro<sup>®</sup> market

## BOY SCOUT POPCORN BOOTH SIGN-UP

visit [www.signupgenius.com](http://www.signupgenius.com)

Upper right hand corner, click the magnifying glass to "find a sign up" and provide this email address: [roundyssupermarkets@gmail.com](mailto:roundyssupermarkets@gmail.com)

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Scouts & Scout Parents, please be respectful of others when using this registration. We ask that you only sign-up for stores located within your council and up to 3 total slots per troop (a maximum of 1 slot per day). Please remember to wear your uniforms, act professionally and clean up after yourselves including removing all trash. Thank you and best wishes for a successful selling season.

Other options for your Unit to consider. Please contact Wal-Mart, banks, Cabela's, chruchs, schools, farmers markets, Woodman's, etc.



# SALES INCENTIVES TURN-IN SHEET



## FEAR THE DEER

### The Milwaukee Bucks Support Scouting! Bucks Ticket Voucher

Once again, the Milwaukee Bucks are offering a very cool incentive for Selling Popcorn, Wreaths, Kringle or Coffee!

Scouts that fill one complete popcorn order form (25 or more customers) or a wreath coffee or kringle order form will receive a free voucher for a \$29 Milwaukee Bucks Ticket to a special Scout night in December – January 2023-2024! Fill ½ sheet (get ½ off of a ticket)!

(\*Again, this year, all ticket distributions will take place through the council office).

Please fill out and return to the council office or email to [connie.jadowski@scouting.org](mailto:connie.jadowski@scouting.org)

**Please fill out form for entire unit and return by October 18th**

Pack #: \_\_\_\_\_ Troop #: \_\_\_\_\_

Product Sale Coordinator Name: \_\_\_\_\_

Email Address: \_\_\_\_\_ Phone: \_\_\_\_\_

Number of youth earning the Bucks fill the sales sheet challenge: \_\_\_\_\_

Number of youth earning the Bucks ½ sheet challenge: \_\_\_\_\_

## \$50 Popcorn Tin Drawing for an Action Camera

All youth who sell a \$50 popcorn tin will be placed in a drawing for an Action Camera  
(Top council seller receives one, drawings for 2 more from \$50 tin sellers)

Rules: Scouts names will be added to the drawing for each \$50 tin that they sell  
(for example: if the Scout sells 10 \$50 tins, their name is entered 10 times).

*The AKASO V50X is a compact camera designed for action video. It can record 4k video at 30 fps without a crop, which is fair but doesn't allow for smooth slow-motion video. It features 2 inch touch screen with IPS display and simple, streamlined capture modes, making it easy to jump right in and get great shots. With electronic image stabilization, it records smooth, steady video whether you're skiing, snorkeling or chasing your dog around the yard.*



**Please provide a spreadsheet of the youth who have sold the \$50 tin to Connie at [connie.jadowski@scouting.org](mailto:connie.jadowski@scouting.org).**

**Example:**           **4**  
**Ted Smith**           **1**  
**Emma Smith**

To qualify all requests are due on **October 17th**. Requests can be emailed to [connie.jadowski@scouting.org](mailto:connie.jadowski@scouting.org) or brought to the office or the warehouse for show and sell product return.





# YOUR PARTNERSHIP RESPONSIBILITIES WITH THE POTAWATOMI AREA COUNCIL, BSA

## PAYMENT AND PRIZES

### Submit orders completely and on-time:

- Units keep their commission; only pay the council what the unit owes for the product.
  - This is due on the Reconciliation day when post dated checks are due to the Council. This check is then placed in the BSA safe and not touched until the date listed on the calendar. This gives units nearly a month to collect money and make sufficient local deposits to cover the check.
- Don't to order patches and bonus prizes for your unit.
  - The council will provide Bucks tickets.

## RETURN POLICY

### Returning Product:

- Undamaged product (other than chocolate) that was checked out for Show and Sell purposes can be returned on or before reconciliation day in its **ORIGINAL BOXES**.
  - This way it can be reassigned as inventory for use to fill the council's Take Order Sale needs.
- Before reconciliation day, product may be returned or exchanged any Thursday (between 2:00PM and 6:00PM).
- After reconciliation day, the council will not accept returned product.
  - The unit will be billed for this product.
- **NO CHOCOLATE products can be returned**
  - This is to guarantee all product is of original quality when distributed.
- **NO product will be distributed without a check that can be deposited the next day or one that is postdated.**

## SCOUTS RULES

- Scouts must wear uniforms while selling.
- Scouts must be accompanied by an adult.
- Scout sale hours should be between 9:00AM – 8:00PM

