

## Middlebury Pack 6 – 2012 Popcorn Sale

### FAQ – Frequently Asked Questions:

**Popcorn Kernel:** Maria Dumoulin 203-758-2347 or 203-984-9249

**Sale Dates:** August – November 9, 2012

**On-Line:** August 8 – November 12, 2012

**Popcorn pick up – Saturday, December 1<sup>st</sup> – 115 Westwood Drive – anytime after noon.**

**Money due preferably when you hand in your order**

**Why are we selling Popcorn?** This is our only fundraiser. It pays for our awards, badges, belt loops, pinewood derby cars, trophies, rocket derby shuttles, Blue & Gold banquet, and our summer picnic. The rest of the percentage of sales commission goes to our council to maintain our camps, provide summer camp opportunities and allows our council to put on the other great programs, like haunted woods and the fishing derby.

**When does the sale end?** November 9, 2012 – all orders must be to Mrs. Dumoulin or your Den leader for entry into the popcorn system – If I don't have your order form I won't know what you need!

**When does the popcorn come in?** You can pick up your popcorn order the afternoon of December 1<sup>st</sup> from Mrs Dumoulin's house - 115 Westwood Drive– or your den leader after that. Please be prompt in picking up.

**Who should I sell popcorn to?** Neighbors, friends, sports friends, family, your parent's co-workers.

**What is a take-order sale?** This type of selling is where you do not have any popcorn on hand, the customer decides what products they would like – from the 'menu', we order it and *you hand deliver it* after it comes in (December 1<sup>st</sup>). Try selling on-line, no deliveries by you required!

**When should I collect payment?** We suggest to **collect payment when the customer places the order.** That way when you go to drop the popcorn off, the customer does not necessarily have to be home. Also, we have found this helps to make sure we have no uncollected and unpaid popcorn orders at the end of our sale.

**Who should the checks be made out to?** *Middlebury Pack 6.* Cash is also accepted – just make sure to not carry large amounts of cash when you are out selling.

**What if someone wants to make a donation and not receive product?** First you can see if they are interested in the Popcorn for Troops either \$30 or \$50 donations (receipts will be provided – I have them already). But donations of any amount are gladly accepted. It may be helpful to you to make a note of the extra donations on the back of your money envelope so that you know why you have extra money when you tally your order. **AND MAKE SURE TO SAY THANK YOU!**

**How do I sell to my out of town friends and family?** Go to HYPERLINK "<http://www.trails-end.com>" [www.trails-end.com](http://www.trails-end.com) first and set up a user account so that people can find you. We are a **PACK** and our unit number is **0006**, Middlebury Congregational Church. You will need authorization from a parent's email address, so ask for help with this first step. **NEW THIS YEAR** – go to the website and create your own digital self that will appear in all your popcorn sale emails.

**What if I don't want my son to sell popcorn?** We understand that selling popcorn also impacts the parents, as they must chaperone the scouts when they are out selling. You can have your scout participate with another adult and scout or you can make a donation directly to the pack to *help offset the cost* of your son's participation in the pack, *\$95 is suggested. Please speak to your den leader about your donation.*

**What are the incentives?** Great question! Beyond the prizes (Gift Cards) that the scouts earn by reaching personal sales levels (see the order menu), there are council and national challenges.

**\$600 Club** – have sales which total \$600 (take orders only) and receive an additional \$20 giftcard on top of what ever prize level award you already will receive.

**Council Prize** – have sales which total \$750 and receive a Double Barrel Marshmallow Shooter

**Sell \$2500** via take orders and on-line combined and you are in the scholarship program, Trails End will put 6% of your sales in a Money Market account towards your college education. Every year afterwards (even if you don't sell \$2500 again), they continue to contribute 6% of your sales. See the Trails End website for more info.

**PACK PRIZE** – Every scout who reaches our pack *sales goal of \$300* will be entered into a drawing for a *Minture Ballista Kit* – Build your own model (2 prizes will be awarded!)

**Pie in the face** - I am not sure how this got started but if we reach our \$8,000 goal, the highest seller gets to 'pie' the Cub Master!... Who am I to break tradition!

**Cubmaster's Challenge** – Top 5 sellers and their families are invited to a pizza party!

#### **Important Dates to remember:**

Wednesday, Sept 1, Take order sales can begin

Friday, Nov. 9, ALL ORDERS DUE TO LEADERS OR MRS. DUMOULIN

Saturday, Dec. 1, Pick up popcorn at Mrs. Dumoulin's House 115 Westwood Dr.

Thursday, Dec. 10, final date to hand in payment for orders (best to get payment upfront then you have a bit more time to get the popcorn delivered!)

#### **Important Things to Remember:**

Wear your uniform when you go out to sell.

Always say thank you, even if the customer does not buy anything.

Always take an adult with you when you are out selling.

Only introduce your self with your first name when selling to strangers.

Tell why you are selling, ask them to please help your pack.

Remember **'Do Your Best'** to reach your \$300 goal.

Yours in scouting,

Maria Dumoulin  
758-2347