Fund Your Adventure!

Camp Masters Gourmet Popcorn

"Help tomorrow’s leaders fund their way"

Sell Popcorn

70% of your purchase goes in your pocket.

Prepared. For Life.™
July 15, 2020

Dear Unit Leaders,

Welcome to the 2020 Popcorn Sale! On behalf of the Southeast Louisiana Council, let me be the first to say we thank you for your involvement in the annual popcorn sale. We appreciate all the work you have – or will be – putting in to make your sale successful. When we began planning for the 2020 Popcorn Sale following the end of the 2019 Sale, no one anticipated the challenges that would face us this year. We are in a unique time – a time that will challenge us to think creatively and constructively to deliver the Scouting program to our youth and communities. Some of the methods we have used in the past may not be available to us in 2020. However, the need to raise funds remains a critical aspect in helping make the Scouting program accessible to youth and families. As 2020 has unfolded, we have had to address and make several changes in order to strike the right balance of maintaining incentive, ease, and profitability at the unit level while doing the same for the council. We know that some of the changes, such as increased profit to units, will be well received; we hope for your patience and understanding regarding additional changes regarding the handling of product, council inventory, and returns. Lots of thought and discussion went into this; in some cases, we didn’t have a choice but to make the decision we ended up making.

As conditions change throughout 2020 and moving into 2021, we will be analyzing and make appropriate revisions for future sales. One thing that I do want to assure you of is this: The Southeast Louisiana Council is committed to helping your unit make the most of the 2020 popcorn sale. It remains one of the best, most productive unit fundraisers that can be found. We encourage you to carefully read this leader guide and use the aids, steps, and methods contained to develop your sale. Check out the resources available to you via the Camp Master website. Start working now to develop your plans. Engage the parents in your unit, your friends, neighbors, and your scouts early and often. Experience has shown that with proper planning and solid execution, your unit will be able to achieve its financial goals and deliver a great program to youth. Good luck, and much success with the sale this fall!

Tracy G. Jones,
Program Director
Popcorn Staff Advisor
Southeast Louisiana Council

A note from the President of Camp Masters Popcorn:

This year CAMP MASTERS® and your Council are providing you with all the tools you need to have a great popcorn sale in 2020. CAMP MASTERS is committed to providing your Scouts, their families and Scouting volunteers with an excellent fundraising program, the best tasting popcorn and the products consumers prefer. It’s proven! We hope you’ll use this guidebook as a step-by-step manual to planning, executing and enjoying the rewards of a successful popcorn sale. After all, we know that the most important part of the popcorn sale is what it allows your Scouts to do in their Program! As always, we look forward to hearing from you. You can always reach us by calling 1-800-624-2060 or email customerservice@campmasters.org. We hope you will explore our website to check out other great Sales tools, downloads and best practices. Together, we can have a great year!

Sincerely,
Wilfred E. Sieg, Jr.
President
CAMP MASTERS Popcorn
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Fundraising for the future!
## 2019 Top Sellers!

### Top District Salesmen

<table>
<thead>
<tr>
<th>District</th>
<th>Scout’s Name</th>
<th>Unit #</th>
<th>Gross Sales</th>
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<tr>
<td>Bayou</td>
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<tr>
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<td>River Parishes</td>
<td>Skyler Brassette</td>
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<tr>
<td>River Parishes</td>
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<tr>
<td>Soccer &amp; Scouting</td>
<td>Caleb Brown</td>
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### Top Selling Units By District

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<tr>
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→ Attend and participate in the Council Popcorn Kickoff.

→ Use the Fund Your Adventure worksheet to plan your year, make a budget and set goals (download from campmasters.org)

→ Formulate a popcorn sales plan that includes the 3 methods of selling popcorn: Take Order Form, Show and Sell, and Online.

→ Create a timeline of when all order forms, popcorn money and Scout prize forms will be due. Be sure to consider the key dates on page 18.

→ Hold a unit kick-off meeting for your Scout Families to inform and motivate them to help with your Unit’s sale.

→ Prepare hand-outs for your unit kick-off meeting for both parents and Scouts. Hand-outs include:
  - Family Guide with prize brochure and order form
  - Key Dates
  - Sales Goals for the Unit and for the Scouts
  - A parent job description or list of expectations

→ Promote a Corporate Popcorn Sale with your parents. They can take an order form to work and help boost their son’s sales.

→ Complete the Unit Product Order Form and submit online. Keep photocopies of your Scouts’ take order forms so they can be used the following year.

→ Coordinate your Unit’s popcorn pick-up and distribution.

→ Distribute prizes upon receipt in a timely manner.

→ Celebrate your Unit’s success and use the money raised to provide an awesome Scouting Program Year for your Scouts to enjoy!
# Planning and Goal Setting

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<td>Planned Activity</td>
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<td>Planned Activity</td>
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<th>Number of Selling Scouts in your Unit:</th>
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<td>Other Expenses</td>
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<td><strong>Annual Total:</strong></td>
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**Unit Sales Goal** $0.00

**Scout Sales Goal** $0.00

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{Camp Masters Logo}

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430 N. 7TH ST, #200  ST LOUIS, MO 63102
A great sale starts with a great kickoff! Follow these simple steps to start your popcorn sale with a BANG and motivate Scouts, parents and other volunteers.

1. Plan ahead. Think of an agenda that will be fast-paced and FUN!

2. Emphasize WHY it is important to sell popcorn. Communicate the exciting Scouting program and how families can cover all their annual expenses with one sale. CAMP MASTERS makes it easy to sell delicious popcorn so Scouts can spend more time having fun and less time selling popcorn.

3. Show Scouts the Take Order Form and their Prize Forms to highlight what they are selling and what they can earn from achieving their Sales Goal.

4. Remind Scouts they can use their Phone or Tablet to enter Customer’s Take Orders electronically.

5. Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.

6. Motivate Scouts to set goals for their sales and to pick an awesome prize! CAMP MASTERS offers great High Achiever Prizes for top sellers.

7. Finish the evening with a memorable event, like throwing pies in the leaders’ face or funny role-playing. A kick off will be exciting when Scouts are involved in the action!

8. Encourage your Scouts to Self-Register to sell online at www.campmasters.org
Scouts Register to Start Selling

*CURRENT SCOUTS – UNIT LEADER WILL ALSO EMAIL A SINGLE-SIGN ON LINK. When logged into the CM ordering system, from the Dashboard, the Leader selects “Setup/Invite Scouts”. The Dashboard will display the current list of Scouts in the system. Unit Leader can “click” the field to (1) email the single sign-on link to Scouts that are already in the system or (2) “click Add User” to add Scouts manually or (3) update information for any Scout.

ACCESS DIRECTLY TO THE CM ORDERING SITE WITH
THE “EMAILAED SINGLE SIGN-ON” LINK
OR ACCESS VIA [WWW.CAMPMASTERS.ORG FOR SIGN
ON PAGE – see bottom left on screen
“Council/Units/Scouts Log In Here”

LOG IN SCREEN, CLICK THE LINK FOR NEW SCOUTS TO
SELF-REGISTER OR TO “FIND” YOUR SCOUT ACCOUNT.

*CURRENT SCOUTS – UNIT LEADER WILL ALSO EMAIL
SINGLE-SIGN ON LINK.

** use google chrome or firefox web browser
Sale at a Glance

** NEW FOR THE 2020 SALE

**Council Wide Popcorn Sale Kickoff:** We will offer two Zoom Meeting Kickoffs, Wednesday, August 5, from 10:00 AM – 12:00 PM and Friday, August 7, from 7:00 PM – 9:00 PM. At least one adult representative must participate in either event in order to complete the requirement for bonus commission. An email will be sent for registering.

**Online Sales:** Campaign starts August 7th and ends November 4th. Online sales should be included in Scouts prize programs and Unit totals. Instructions for setting up new Scout accounts for online selling can be found in the Camp Masters Unit Leader Guide. *Camp Master is offering FREE shipping on all Online Sales!*

**Product Line Up:** There are a few changes to tins/bags. The Product line up can be found on page 14 or in the Camp Masters system online. The Council will offer popping jars for $60.00 per case. FULL case orders only and there will be NO RETURNS on popping jar orders. This item is not on the youth order forms. You will see the item listed in the system and be able to place an order with your normal orders.

**Motivate your Scouts:** Create Unit incentives to get your Scouts excited about selling popcorn! Offer Pie in the Face contest, Pizza Party, top seller prizes and/or Scout Account incentives. See page 7 for ideas.

**Distribution Dates:**
There will be only one distribution site this year. We will use the Perrone & Sons Ware house, located at 1901 L and A Road, Metairie, LA. Show N Sell Distribution for all districts will be Saturday, August 29th. Take Order Distribution for all districts will be Saturday, November 14th. Kristie Schouest will set a specific pick up time and email to the kernels.

**Show N Sell:** Due to unprecedented times, Units may need to think outside the box. We may need to shift from a Show N Sell storefront sale to a Show N Deliver, where scouts have the product in hand to sell door to door. This will need to be decided within the unit. We will also put a cap on Show N Sell unit orders of 25% of last year’s order. For new units selling, the Council can help you with the order. You must require payment from customers upfront for items.

**Returns:** Again due to unprecedented times, Units will NOT be allowed to return any popcorn this year. We are sorry for the inconvenience but due to the amount of handling of product, we feel it is best the less we handle to product the better.
**Sale at a Glance**

**Transfers:** Units may transfer product between each other. Transfers may be in container quantity. There is a Transfer Form that must be completed and submitted. The form can be found on page 26. **ALL TRANSFERS MUST BE SUBMITTED TO COUNCIL BY NOVEMBER 11TH.** Any transfers after November 11th will not be recorded by the Council and will be the responsibility of the units to decide monetary accountability.

**Take Orders:** Unit Take Orders are due October 19th. Orders must be entered online. Units will be allowed to order EXACT quantity needed. Camp Masters has created a digital form of the Take Order form for Scouts to use on mobile devices. Save the Camp Master home page on your home screen for faster log in. Again, you must require payment from customers upfront for items.

**Final Settlement** *Base profit is 40% this year!* Balances are retail value minus the base profit of 40%. Show N Sell payments are due November 4th and Take Order payments are due November 13th. For this reason, again, you must require payment from customers upfront for items. All other paperwork, including the End of Sale Closeout Form, and prize orders are due November 13th, as well. *Balances are due earlier than usual in at attempt to wrap up the sale and get bonus checks to the units quicker and due to constraints set by Camp Masters. See commission/bonus checks below.*

**Prize Option:** Units may opt out of the Prize Program for an extra 3% of their total sales. A check, along with any other bonus incentives earned, will be mailed by mid December, 2020. Nothing is needed to participate. **Units participating in the prize program MUST be sure to place their order by the November 13th deadline or they will default to the 3% Prize Opt Out option.** **Prize orders will be released the week of December 1st. Release of prize orders is contingent on balances being paid in full.**

**Commission/Bonus Checks:** The Council will attempt to have bonus commission and prize opt out funds check requests completed and to the unit kernel for review by December 7th. *Kernels will have less than two days to review and request any corrections to their bonus checks.* Requested corrections will be due by 10am, December 9th. All requests will be submitted to our accounting firm by noon December 9th, in hopes of having checks mailed out to units on December 11th/14th. Our hope is Units should have checks in hand before the holidays. Bonus Commission checks will be mailed to the representative listed on the Unit Commitment form.
Campmasters.org is the best place to visit for the latest popcorn sale tips, tricks & tools.

♦ View past sales orders
♦ Enter 2020 orders
♦ Track Scouts’ Online Orders
♦ Order Promotional Items
♦ Search Training Videos

Camp Master System Guides

Camp Masters has created PowerPoint presentations to help Units and Scouts navigate the new popcorn system. These tools can be found at www.campmasters.org, under “How to Order Popcorn”.

You can also find these documents on the Council website at www.bsa-selacouncil.org, on the popcorn page.
Customers can support Scouts from far away with PopcornOrdering.com. Your Scouts can sell online to help earn their own way and fund their Scouting adventures!

**Why Sell ONLINE?**
- Having your Scouts sell online drives incremental revenue.
- 70% of every online purchase goes back to local Scouting.
- All online sales beginning August 7th through November 20th count toward Scout Rewards.
- Camp Masters is fully compliant with COPPA. (Child Online Privacy Protection Act of 1998)
- Diverse, national product line - different from paper order forms.

**How can leaders promote Online Selling?**
- Promote online selling at your popcorn kickoff and meetings. If you have access to the internet at your kickoff, have a computer available so Scouts can create their accounts.
- Offer incentives for top online-selling Scouts, like a bonus gift card, pizza party, or tickets to an event.
- Allow Scouts to use commission earned from online sales toward camp and other activities.
- Send emails to your Scouts and parents about online selling on a weekly basis.
The BEST Products

Camp Masters offers Scouts and consumers the best tasting products and the tins consumers want. Consumers can also order online at PopcornOrdering.com

The Council will offer popping jars for $60.00 per case. FULL case orders only and there will be NO RETURNS. This item is not on the youth order forms. Kernels will see the item listed in the system and be able to place an order with regular orders.
Military Donation

Since the program began in 2007, total contributions have amounted to $8,145,120.00!

Together, with Scouts in your area and CAMP MASTERS, you can become a part of the effort to show our support for the U.S. Military by making an extra purchase of CAMP MASTERS Popcorn. With your Military purchase, CAMP MASTERS Popcorn will be shipped to U.S. military personnel and their families serving our country at various military facilities throughout the U.S. and around the world, additionally product is shipped to Veteran’s Hospitals, VA programs, the National Guard and the Red Cross.

AND SCOUTING, TOO!

Make an extra purchase of $30 (order item ZZ), $50 (order item WW) or $100 (order item UU, online only) & CAMP MASTERS popcorn will be shipped to the Military.

SUPPORT OUR TROOPS

OVER 70% GOES TO LOCAL SCOUTING

Prepared. For Life.”
**Prizes**

Pick a prize and set a goal! Scouts can earn great prizes from the Prize Program in addition to supporting your Unit’s Scouting Year.

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<tr>
<td>$100</td>
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**Prize List**

- **Level 14 ($5500)**
  - Apple iPad
  - Bathroom Set
  - Family Camping Gear
  - Car Safety Kit
  - First Aid Kit

- **Level 13 ($4000)**
  - 3D Printing Pen
  - Space Station
  - Solar System Kit
  - Makerspace Kit

- **Level 12 ($3500)**
  - Robotic Kit
  - Science Experiment Kit
  - Math Kit
  - Chess Set

- **Level 11 ($2750)**
  - Science Experiment Kit
  - Math Kit
  - Chess Set
  - Coding Kit

- **Level 10 ($2000)**
  - 3D Printing Pen
  - Space Station
  - Solar System Kit
  - Makerspace Kit

- **Level 9 ($1500)**
  - 3D Printing Pen
  - Space Station
  - Solar System Kit
  - Makerspace Kit

- **Level 8 ($1000)**
  - 3D Printing Pen
  - Space Station
  - Solar System Kit
  - Makerspace Kit

- **Level 7 ($100)**
  - 3D Printing Pen
  - Space Station
  - Solar System Kit
  - Makerspace Kit

**Additional Prizes**

- Mystery Prize A
- Mystery Prize B
- Mystery Prize C
- Mystery Prize D
- Mystery Prize E
- Mystery Prize F
- Mystery Prize G
- Mystery Prize H
- Mystery Prize I
- Mystery Prize J
- Mystery Prize K
- Mystery Prize L
- Mystery Prize M
- Mystery Prize N
- Mystery Prize O
- Mystery Prize P
- Mystery Prize Q
- Mystery Prize R
- Mystery Prize S
- Mystery Prize T
- Mystery Prize U
- Mystery Prize V
- Mystery Prize W
- Mystery Prize X
- Mystery Prize Y
- Mystery Prize Z

**Selling Tips**

- Sell popcorn to friends and family.
- Host a kickoff event to kick off the program.
- Create a reward system for your Scout group.
- Use social media to promote the program.

**Contact Information**

- Contact your District Office for more information.
- Visit the Camp Masters website for additional resources.

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**Popcorn Sales 2020**

- 1 Popcorn Box (£4.99)

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**Product Subject to Substitution and Price Changes.**
Encourage your Scouts to set goals and earn great rewards. IN ADDITION to their prize program incentives. CAMP MASTERS offers High Achiever Prizes to further recognize your Top Sellers.

**SCHOLARSHIPS**

Trail’s End will continue to hold the funds for those Scouts with Scholarship accounts. When the time comes to use the funds, the Scout will follow the “Payout” process below to receive their earned funds.

**Trail’s End Scholarship Payouts.**
Scouts may request required documentation at scholarship@trails-end.com.
- Trail's End does not accept faxes, U.S. mail, zipped files, or files over 5MB.
- Payouts are processed four times per year: March 15, June 15, September 15, December 15.
- Trail's End sends Scouts' funds directly to their educational institutions to offset tuition, books, housing and/or other fees.
- Terms and conditions are subject to change. Please view the most updated college scholarship guidelines on trails-end.com.

For those Scouts that are currently enrolled in the Trail’s End Scholarship program, Camp Masters will allow those Scouts to choose between an American Express Cheque for 6% of his popcorn sales or to enter the Camp Masters “High Achiever” program (details at left). Once a Scout chooses the “High Achiever” program, he will not be allowed to revert back to the American Express Cheque option.

Camp Masters does not have a Scholarship program, but they do offer a “High Achiever” program. Scouts that sell $3000 or more in popcorn may choose the High Achiever Prize or American Express Gift Cheque. The American Express Gift Cheques are for 5% of total sales. Example: $3,000 = $150 gift cheques. Gift cheques rounded up to nearest $10.

**HIGH ACHIEVER PRIZES**

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<th>NEW, 3,000 &amp; Up Club</th>
<th>OR</th>
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<tr>
<td>$3,000 &amp; Up Club</td>
<td></td>
<td>Reward equaling 5% of Total Sales.</td>
</tr>
<tr>
<td>NEW Camping Package!</td>
<td></td>
<td>Example: $3,000 sales would equal</td>
</tr>
<tr>
<td>(2-Person Water Resistant Tent, 6 in 1 Grilling Tool with case, Hammock, Cooler Chair Backpack, Camp Stove with two burners, Bluetooth Speaker w/ Powerbank &amp; Lantern) OR Visa Debit Card for 5% of total sales.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Example: $3000 = $150 debit card. Visa Debit Cards will be rounded to nearest $10.</td>
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</tr>
<tr>
<td>CM High Achiever prizes are not cumulative. Select only ONE prize. See prize form for more details at campmasters.org.</td>
<td></td>
<td>$150 Debit Card. Debit cards are rounded to the nearest $10.</td>
</tr>
</tbody>
</table>
Council Prize Programs!!!

$5,000 Club:
Scouts that sell at least $5,000 in popcorn sales will earn a $250 Visa Gift Card from the Southeast Louisiana Council.

$800 Club:
Scouts that sell $800 or more in sales will be invited along with a parent or guardian to attend a special Popcorn Sale Celebration. The Celebration is to be determined. The date is to be determined. As soon as all details are finalized, we will notify the Unit Kernels.

Popcorn Sale Contacts

<table>
<thead>
<tr>
<th>Council Staff</th>
<th>Tracy Jones</th>
<th><a href="mailto:TracyG.Jones@scouting.org">TracyG.Jones@scouting.org</a></th>
<th>504-889-0388</th>
</tr>
</thead>
<tbody>
<tr>
<td>Council Staff</td>
<td>Kristie Schoeust</td>
<td><a href="mailto:Kristie_Schoeust@scouting.org">Kristie_Schoeust@scouting.org</a></td>
<td>504-889-0388</td>
</tr>
</tbody>
</table>

Distribution Site

<table>
<thead>
<tr>
<th>Perrone and Sons</th>
<th>1801 L and A Road</th>
<th>Metairie, LA</th>
</tr>
</thead>
</table>
## Sale Dates

<table>
<thead>
<tr>
<th>DATE</th>
<th>ITEM</th>
<th>DONE (check box)</th>
</tr>
</thead>
</table>
| August 5 and August 7 | Council Fall Popcorn Sale Kickoff Zoom Meeting  
August 5th: 10 am—12 pm  
and August 7th: 7 pm—9 pm  
(Unit participation on either date is required for bonus commission) |                  |
| Aug 7—Nov 4         | Online Sales Period                                                                      |                  |
| August 10           | Show N Sell Order Due Online                                                             |                  |
| August 29           | Show N Sell Distribution – All Districts                                                 |                  |
| October 19          | Unit Take Order Due Online                                                               |                  |
| November 4          | Show N Sell Balances Due                                                                 |                  |
| November 14         | Take Order Distribution – All Districts except Cypress                                   |                  |
| November 11         | Unit Transfers are due                                                                    |                  |
| November 13         | DUE:  
◊ Take Order Balances  
◊ Prize Orders – submit order at [www.campmasters.org](http://www.campmasters.org)  
◊ Email End of Sale Closeout Spreadsheet to Kristie.Schouest@scouting.org  
◊ Popcorn Balances – prize orders will NOT be released until full payment is received |                  |
Selling Methods

Scouts can sell well and safely by following these proven methods and tips.

**Sell 3 Ways!**

1. Sell with your Order Form! Scouts can use this script to help build their confidence and salesmanship!

   “Sir/Ma’am, hello my name is ____________, I am a Scout with Pack/Troop ________ here in ___________. We are selling popcorn to raise money for our unit to attend camp. You can help us by trying some of our DELICIOUS popcorn. You will help us won’t you?”

2. Try Show and Sell! Arrange Show and Sell locations so your Scouts can be seen in front of high visibility storefronts or community gatherings. Be sure to plan in advance and communicate dates/locations!

3. Sell online! It’s easier than ever and you can help Scouts sign in at campmasters.org or PopcornOrdering.com.

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**POPCORN SAFETY TIPS**
- Always sell with an adult or buddy
- Never enter a stranger’s house
- Keep checks and cash in a separate envelope with your name on it
- Always walk on the sidewalk whenever possible
- Never sell at night
- Wear your uniform
- Always be courteous!

**POPCORN SALES TIPS**

1. **10 ways to make a popcorn sale.**
   - Ask your parents.
   - Ask your relatives.
   - Knock on your neighbor’s door.
   - How about your parents’ friends?
   - Sell at your place of worship.
   - Ask your parents to take an order form to work.
   - Have “Super Sale Day” with your fellow Scouts.
   - Sell Door-to-Door around your community
   - Popcorn makes great holiday gifts!
   - Visit businesses around your town for a corporate sale.
Safety Tips

- When selling popcorn in your neighborhood always have an adult or buddy with you.
- Never enter a stranger’s house without an adult.
- Keep checks and cash in a separate envelope with your name on it.
- Always walk on the sidewalk whenever possible.
- Never sell at night.
- Always be courteous.

CAMP MASTERS POPCORN SALES TIPS
Ten ways to make a popcorn sale.

1. Ask your parent(s) to be the first to buy CAMP MASTERS popcorn.
2. Ask your relatives to buy CAMP MASTERS popcorn. (Grandparents, Aunts, Uncles, Brothers, Sisters…)
3. Ask your neighbors to buy CAMP MASTERS popcorn.
4. Ask the parents of your friends (not in Scouts) to buy CAMP MASTERS popcorn.
5. Take a CAMP MASTERS popcorn order form to your place of worship and ask people to buy CAMP MASTERS popcorn during coffee/fellowship hour (get permission first).
6. Ask your parents if they can take a CAMP MASTERS popcorn order form to work and ask their co-workers to buy popcorn. (They may need to get permission first.)
7. Ask your patrol or den to schedule a “Super Sale Day”. This is a day when your fellow Scouts select a neighborhood and go door-to-door as a group to ask people to buy CAMP MASTERS popcorn.
8. Ask a parent or fellow Scout to go door-to-door with you in your neighborhood to ask people to buy CAMP MASTERS popcorn.
9. Ask your parents or relatives if they give out gifts during the holiday season. If yes, ask them to consider giving out CAMP MASTERS popcorn (in a tin decorated for the holidays) as a holiday gift.
10. ALWAYS WEAR YOUR UNIFORM!

Don't forget last year's customers. Make sure you kept your Order Form from last year and ask each of them to buy again.

Customer Check List

- Parents
- Grandparents
- Neighbors
- Religious Friends
- Area businesses
- Teachers
- Coaches
- Relatives (Aunts, Uncles, Brothers, Sisters…)
- Parent’s Work
- Doctor and Dentist
- Scout Leaders
Combine Popcorn Online Sales, Show-N-Sell, and Take Order to Maximize Profit!!

Base Profit  40%

Attend Kickoff  3%
- Have an Adult Unit Representative Participate in Council Kickoff Zoom Meeting on August 5th or 7th
- Meet Show N Sell balance deadline of November 4th
- Meet Take Order balance deadline of November 13th
  (Be sure to require customers to pay upfront for product)

Opt Out of Prize Program  3%

Total Potential Commission  46%

Account must be paid in full (amount due to Council is retail minus base profit) on the November 4th and 13th deadlines AND the End of Sale Closeout form MUST be fully completed and submitted to receive above Bonus and Performance Commissions. Blank or non submission of End of Sale Closeout forms will result in forfeit of Bonus Commission and Prize Opt Out funds.
Payment Terms

- Show N Sell payments are due to the Council Service Center on or before 3:30 PM, November 4, 2020.
- Take Order payments are due to the Council Service Center on or before 3:30 PM, November 13, 2020.
- Please pay with (1) Unit check, made payable to Boy Scouts of America. The Council cannot accept debit/credit card payments unless the Unit is willing to pay a 3% fee. You may also pay online through the Council website with an EFT check at no charge. A link will be emailed to kernels prior to deadlines.
- Prize orders will be released the week of December 1st. Release of prize orders is contingent on balances being paid in full.
- Bonus Commissions and Prize Opt Out funds are void if a unit fails to clear its account balance (retail value minus base profit) by the November 4th and 13th deadlines **AND** submit their **fully** completed End of Sale Closeout form by November 13, 2020. **Deadline will be strictly enforced.**
- **Units that do not clear their account by December 15, 2020, may forfeit their entire base profit of 40% and all commissions earned. The entire retail amount will be due.**
- Commission checks will be mailed to the unit, in care of the representative listed on the Unit Commitment Form or Kernel by mid December, 2020, provided the account has been cleared with the Council on time.

*NEW: The Council will attempt to have bonus commission and prize opt out funds check requests completed and to the unit kernel for review by December 7th. **Kernels will have less than two days to review and request any corrections to their bonus checks.** Requested corrections will be due by 10am, December 9th. All requests will be submitted to our accounting firm by noon December 9th, in hopes of having checks mailed out to units on December 11th/14th. Units should have checks in hand before the holidays. Bonus Commission checks will be mailed to the representative listed on the Unit Commitment form.*
PayAnywhere “Credit Card Program”

CAMP MASTERS is committed to your Council’s success, equipping you with the proper tools for effective fundraising. That’s why CAMP MASTERS has teamed up with PayAnywhere to help your Council and Unit sell more popcorn. Start accepting credit card payments and increase sales today!! To Set up your account you can click on the link below or call the Toll Free Number to speak with PayAnywhere Customer support.

www.payanywhere.com/campmasters

https://chat.payanywhere.com/

or Call us at 877-387-5640

The easiest way to accept payments, scouts honor.

With Payanywhere, your unit can easily accept all major credit cards in high-traffic areas throughout your neighborhood. All while you take advantage of:

Pay as you go pricing.
Just 2.69% per swipe for all major card brands.

Live support.
Take advantage of live, US-based support, day or night.

Easy-to-use app.
Accept payments, seamlessly and securely on a free, feature-rich app.
2020 Popcorn Sale
Unit Commitment & Popcorn Kernel Information Form

____ Unit Popcorn Kernel
____ Temporary Unit Kernel (We’re still recruiting this person)

Pack# ____________ Troop# ____________ Crew# ____________ Post# ____________

District ______________ Number of Scouts Participating in Sale: ________

Kernel Name ____________________________________________

Email  
(Please provide a valid email address. Email will be the main form of communication throughout the sale.)

Mobile Number ____________________________

Address to Mail Popcorn Commission Check to:
Care of _________________________________

Mailing Address ______________________________________

_____________________________________________________

Co-Kernel Name (if applicable) : ______________________________________

Email  
(Please provide a valid email address. Email will be the main form of communication throughout the sale.)

Mobile Number ____________________________

Unit anticipates holding Unit Kickoff on (provide date): ________________

Return Form to:
Kristie Schouest at kristie.schouest@scouting.org
Southeast Louisiana Council, Boy Scouts of America
P O Box 1146, Metairie, LA 70004
2020 Fall Popcorn Sale - Product Transfer Form

Transfer Forms Must Be Completed and Submitted to Council By: November 11, 2020
Email Form to: kristie.schouest@scouting.org

Council will not record sales from transfers made after November 11, 2020. All transfers made after this date will be the responsibility of the units to decide, off record, the sales and commissions.

Unit Leader Receiving Product: ___________________________ Email: ___________________________
District: ___________________________ Unit Type: ___________________________ Unit Number: ___________________________

Unit Leader Returning Product: ___________________________ Email: ___________________________
District: ___________________________ Unit Type: ___________________________ Unit Number: ___________________________

<table>
<thead>
<tr>
<th>Description</th>
<th>Code</th>
<th># of Items per case</th>
<th>Container Value</th>
<th># of Containers Transferring</th>
<th>Value of Containers Transferred</th>
</tr>
</thead>
<tbody>
<tr>
<td>5-Way Cheesy Cheese Tin</td>
<td>A</td>
<td>1</td>
<td>$ 60.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3-Way Premium Tin</td>
<td>ZA</td>
<td>1</td>
<td>$ 45.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3-Way Cheesy Cheese Tin</td>
<td>P</td>
<td>1</td>
<td>$ 35.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22pk Movie Theater Extra Butter MW</td>
<td>MM</td>
<td>6</td>
<td>$ 25.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chocolatey Drizzled Caramel</td>
<td>VV</td>
<td>8</td>
<td>$ 25.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supreme Caramel w/Almonds, Pecans, &amp; Cashews</td>
<td>E</td>
<td>8</td>
<td>$ 25.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Classic Trail Mix</td>
<td>X</td>
<td>8</td>
<td>$ 20.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14pk Extra Buttery Roasted Summer Corn MW</td>
<td>G</td>
<td>8</td>
<td>$ 15.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>White Cheddar Cheese Tin</td>
<td>NN</td>
<td>8</td>
<td>$ 15.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sweet &amp; Salty Kettle Corn MW</td>
<td>YY</td>
<td>8</td>
<td>$ 15.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Caramel Popcorn Bag</td>
<td>DD</td>
<td>12</td>
<td>$ 10.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6pk Butter Flavor Microwave</td>
<td>U</td>
<td>8</td>
<td>$ 10.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Popping Jar</td>
<td>V</td>
<td>6</td>
<td>$ 10.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sea Salt Bag</td>
<td>ZC</td>
<td>1</td>
<td>$ 15.00</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Dollar Value Transferring: $ 5

Southeast Louisiana Council
Boy Scouts of America
P O Box 1146, Metairie, LA 70004
kristie.schouest@scouting.org

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The End of Sale Spreadsheet will be customized with each unit’s Scout Roster and emailed to the kernel by October 16th. It is necessary to completely fill out, with individual scout sales, the form and return by email, by November 13th, to fulfill the requirements for the bonus commission.
Have a GREAT Sale!!!

POPCORN SALE

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Boy Scouts of America
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www-bsa-selacouncil.org
Kristie.Schouest@scouting.org