

2020 POPCORN SALE LEADER GUIDE



BOY SCOUTS
OF AMERICA®

OHIO RIVER VALLEY COUNCIL

in partnership with

CAMP MASTERS
GOURMET POPCORN

WE'RE IN THIS TOGETHER

2020 is an unprecedented year in the lives of our Scouting families. As we look ahead, the most important goal is keeping everyone safe and healthy at all times.

This year's popcorn sale will look and feel different for many of us. But your Council and CAMP MASTERS are dedicated to supporting you every step of the way. We are continually evaluating the current environment and recommendations with the best interests of everyone in mind. As the popcorn sale nears, we ask that you reach out to your Council regarding best practices and local safety guidelines.

As our Country takes the beginning steps towards recovery, we must continue moving forward as well. We need a united mindset focused on adaptability and resilience to keep the popcorn sale a vital part of funding your Scouting program in the coming year.

We hope this guidebook provides a step-by-step approach to setting your Unit up for popcorn sale success.

In 2020, CAMP MASTERS is providing all Councils and Units with new training and marketing resources. Some information on these resources is included in this guide. And you'll gain access to others over the coming months leading up to the sale.

However, if there is anything you need to help fuel your popcorn success, please don't hesitate to reach out. Give us a call at 800.624.2060 or email our great team for assistance: customerservice@campmasters.org.

We are fully invested in your popcorn success!

Warm Regards,

Wilfred Sieg, Jr.
President



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LEARN WITH POPCORN

You've likely heard many times that *"it's not about selling popcorn, it's supporting Scouting."* But what does this mean? And how does it impact each individual Scout?

Scouting is here to help children become ethical adults that make good decisions. And popcorn serves an important role in this mentorship. It's a learning activity, just like any other, designed to build important skills towards this goal. Specifically:

Association with Adults

Kids are sometimes shy or fearful around adults, even ones they know. For most, this doesn't resolve itself as they age. They gain the opportunity for exposure and practice communicating with adults by participating in the popcorn sale. They build the confidence that will make future things like college essays, job interviews and talking to their boss so much easier. It sounds like a simple interaction, but it's a way for them to overcome a tough barrier and learn how to navigate an adult-run world.

Salesmanship and Entrepreneurship

Learning to set and reach goals through action helps Scouts develop important business skills. They learn how to best represent themselves and persuade others. In the future, they can use these tools to gain funding for a revolutionary business idea or be a strong team leader within their organization.

Grow and Sustain Scouting

Scouting is not just an activity, but also a future career path. The mission of the organization needs strong leaders to carry the mentorship and impact forward into future generations. Everything they learn by participating prepares them to teach others what they know in Scouting or whatever future career they choose. Popcorn also brings Scouting to the attention of many others who may not be familiar with all that Scouting has to offer.

Fund Membership and Activities

And of course, popcorn funds all the amazing activities in their Scouting program.



IMPORTANT CONTACTS

ORVC-BSA Contacts

Melissa Reinbold
Staff Kernel
740.827.4558
Melissa.Reinbold@scouting.org

Lori Abraham
Support Staff
740.275.1099
Lori.Abraham@scouting.org

District Contacts

Mountaineer

National Trail

Two Chiefs
Carolyn Clements
304.670.7535
carmikeclements@msn.com

WAREHOUSE

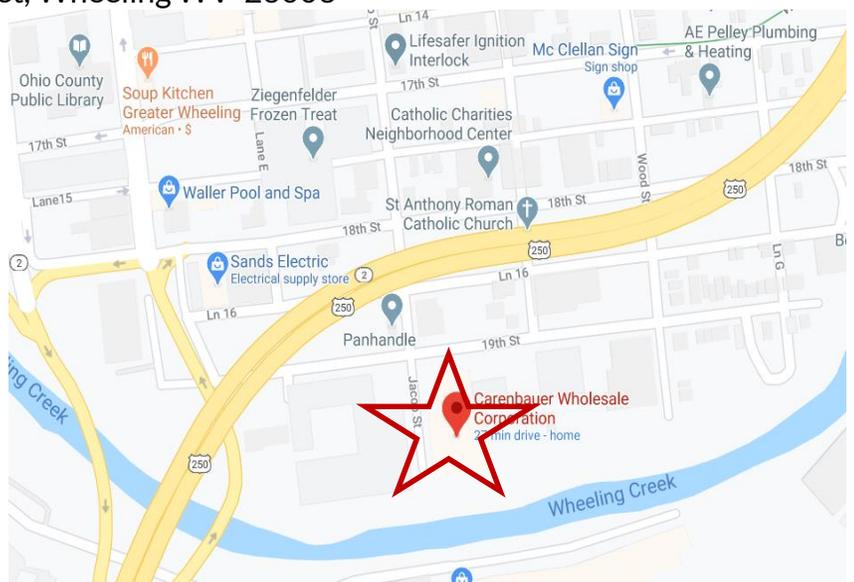
Carenbauer Distributing

1900 Jacob Street, Wheeling WV 26003

Directions:

From the North from I-70 proceed South on US-250 take the 16th Street Exit, continue on 16th street to Jacob Street turn left onto Jacob Street. Carenbauer is on the left.

From the South from US-250 North take the 18th Street exit Continue on 18th Street to Jacob Street turn right onto Jacob Street. Carenbauer is on the left.



CAMPMASTERS
GOURMET POPCORN

2020 PRODUCT SELECTIONS

OVER 70% OF EACH DOLLAR GOES TO LOCAL SCOUTING

ZZ Support the Military and Scouting Too!

\$30 Military Donation



Choose Item ZZ and **CAMP MASTERS** will send \$30 worth of popcorn to our military personnel.

A *Chocolatey Treasures Tin

A Chocolate Lovers Dream. Includes: Chocolate Caramel Corn, Chocolatey Pretzels, White Frosted Pretzels, and delicious morsels of Chocolatey Covered Peanut Brittle Bites — 58 oz @ \$ — 1.10 gal.




\$60

P *3-Way Cheesy Cheese Tin 

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa popcorn (3 8oz Bags!) @ — 15 oz @ — 1.10 gal.




\$35

E *Supreme Caramel Crunch with Almonds, Pecans, and Cashews

Buttery sweet gourmet caramel corn with nuts — 18 oz @ — 1.10 gal.




\$25

MM 22 Pack Movie Theater Extra Butter Microwave Popcorn

Popcorn perfectly seasoned with EXTRA Buttery flavor just like the movie theaters. America's #1 selling flavor! @




\$25

VV *Chocolate Drizzled Caramel Popcorn

Buttery gourmet caramel popcorn w/ chocolate drizzle — 14 oz @ — 1.10 gal.




\$25

X Classic Trail Mix

Delicious wholesome goodness includes peanuts, cranberries, raisins, chocolate candies and cashews — 16 oz @ — 1.10 gal.




\$20

KK *Cinnamon Crunch Popcorn Tin

Lightly sweet popcorn with warm, savory cinnamon — 13 oz @ — 1.10 gal.




\$20

ZG Salted JUMBO Cashews

Salted JUMBO Cashews - Everyone's favorite, fresh and crunchy! — 12 oz @ — 1.10 gal.




\$20

G 14 Pack EXTRA BUTTER Roasted Summer Corn

If you like buttery corn on the cob, you'll love this EXTRA BUTTER flavor popcorn! @




\$15

NN *White Cheddar Cheese Tin

Cheesy goodness of White Cheddar on light, crunchy, crispy popcorn! — 8 oz @ — 1.10 gal.




\$15

YY 12 Pack Sweet & Salty Kettle Corn Microwave Popcorn

A sweet and salty old fashioned kettle corn taste, like the popcorn at old time county fairs! @




\$15

ZH Honey Roasted Peanuts

Fresh crispy peanuts enrobed with crunch honey glaze — 12 oz @ — 1.10 gal.




\$15

V Purple Popping Corn Jar 

This delicate popcorn contains antioxidants, has virtually no hulls and TASTES GREAT! No Artificial Anything. @




\$10

DD *Caramel Popcorn Bag 

Mouthwatering taste of delicate and crispy gourmet caramel popcorn. — 10 oz @




\$10

* Package/Tin may change; subject to availability.
 ** Some popcorn varieties are lighter than others.
 Popcorn weight is measured in ounces. Volume of tins is measured in gallons.

ALL PRODUCTS TRANS FAT FREE and NON-GMO POPCORN

 - Contains Antioxidants & Virtually Hullless!  - Feather Light / Low Calorie



Thank you for supporting Scouting

To pick up your popcorn, follow these vehicle recommendations:

- Midsize car holds about 20 cases
- Luxury sized car holds about 40 cases
- Minivan holds about 60 cases
- Large SUV holds about 70 cases
- Small Pickup bed holds about XX cases
- Large Pickup bed holds about XX cases
- Rental Truck holds over 70 cases



LEADING YOUR UNIT

The Popcorn Kernel oversees operations of the Unit's popcorn sale. This is an important leadership role within the Unit. The PK ensures distribution, promotion, reporting and payments for Unit's entire sale period. They also work closely with their Unit committees and District Popcorn Kernel.

The best part is leading their #PopcornSquad in the Unit's goals for the sale. This includes:

- ★ Encouraging Scouts to Earn Their Way
- ★ Developing the Overall Sale Strategy for the Unit
- ★ Establishing Relationships with Community Businesses
- ★ Helping Parents Support Their Scout
- ★ Guiding the Unit's Progress to Their Sales Goal
- ★ Gathering and Distributing Important Information
- ★ Running Logistics for Product and Sales Earnings
- ★ Rewarding Scout Efforts with Great Prizes
- ★ and Hosting an EPIC Unit Kick-Off Celebration

Your #PopcornSquad includes (based on your Unit and District Size):

- ★ District Popcorn Kernel - Your right-hand in all things popcorn
- ★ Unit Committee Members - Helping you develop the plans and budgets
- ★ Assistant Popcorn Kernel - Your left-hand in all things popcorn
- ★ Kickoff Kernel - Your party planning partner
- ★ Show-N-Sell Kernel - Your logistics coordinator (preferably with a truck!)
- ★ Pickup Kernel - Your warehouse watchdog for product inventory
- ★ Prize Kernel - Your fun-lovin' prize patrol buddy
- ★ Communications Kernel - Your social media / email master spreading popcorn love

As exciting as these position titles are, people tend to more receptive when asked to execute a specific task, not just serve a role in the popcorn sale. **When asking for help, be sure to say what you specifically NEED help with and how much time you think it will take them.**

For example, instead of: Hey Sarah, will you volunteer as Kickoff Kernel this year?
Ask: Hey Sarah, your creativity and crafting skills are top notch. Would you help me with decorations and games for the Popcorn Kickoff? I'm thinking it will take us about 5 hours in planning and decorating day of, plus whatever time you'd estimate for creating them.



KERNEL CHECKLIST

My #PopcornSquad

District Kernel

Phone
Email

Assistant Kernel

Phone
Email

Kickoff Kernel

Phone
Email

Show-N-Sell Kernel

Phone
Email

Pickup Kernel

Phone
Email

Prize Kernel

Phone
Email

Communications Kernel

Phone
Email

- Attend Popcorn Trainings
- Plan Annual Scout Program (w/ Unit Committee)
- Review Commission Structure & Prizes
- Determine Additional Unit Prizes
- Set Budget for Program
- Recruit Your #PopcornSquad
- Update Scout Roster (w/ Membership Chair)
- Direct Scouts to Self-Register or Update Bio
- Determine Per-Scout Fundraising Goal
- Secure Storefronts (as / where possible)
- Create Unit Timeline for Popcorn Sale
- Establish Guidelines for Popcorn Pickup / Returns & Money
- Confirm Show-N-Sell Locations & Times
- Prepare / Update COVID-19 Guidelines
- Place Unit Popcorn Order
- Host Unit Kickoff Meeting
- Prepare and Distribute Handouts
- Share Tips & Ideas for Selling Popcorn
- Provide Selling Incentives & Games for Scouts
- Coordinate Pick-Up / Drop-Offs at District Warehouse
- Encourage Scout & Parent Participation
- Share Selling & Marketing Strategies
- Help Scouts Share Their Online Selling Link
- Place Final Popcorn Order
- Order and Distribute Prizes
- Remit Product Payments to Council
- Contact District Kernel as Needed for Assistance
- Celebrate!



POPCORN TRAINING

DATE	LOCATION	TIME	ATTENDEES
July 27, 2020	Virtual	7:00 PM	

HOW MUCH POPCORN TO SELL

The mission behind the unit program planning philosophy is to help Scouting units fulfill young people's need for adventure and deliver on this promise. Units that operate under an annual program plan, that young people help construct, are proven to be more successful and make a more profound impact on the lives of their members. We promise young people the most exciting adventures they can imagine, and we had better be prepared to make it happen. How do you get buy-in and commitment from your unit's families when it comes to annual programming and fundraising needs? Your answer to this question is the key factor to the level of success your Scouting program will enjoy.

Brainstorming Ideas to Get You Started - The unit might plan and fund some of the following:

Program Ideas:

Summer Camp
Cub Scout Council Events
Monthly Unit Activities
Pinewood Derby
Patrol/Den Activities

Other Considerations:

BSA Registrations & Life Magazine
Meeting Supplies/Awards & Recognitions
Den/Patrol Expenses/Training Courses
Unit Equipment
Uniforms/Personal Camping Equipment
Assistance for Low-income Scout Families

Once there are several ideas under consideration, filter them to allow the most realistic ones to surface. Be cautious not to discount Scouts ideas. Do provide them with enough information to decide which are most in creating their best program year.

Next, add key dates to a unit calendar that will be shared with Scouts and parents. Be sure to account for vacations, holidays and other school functions.

You now know what you're doing and when. It's time to budget! You can use the planner to help you organize activities and determine your fundraising goal.

Scouting teaches Scouts to earn their way. And a organized popcorn sale helps them learn to plan and meet their goals. Studies show your Scouting families appreciate a well planned sale that helps them coordinate it within their already busy lives.

Show them how the Unit and Scout sales fund the planned activities within the program. Present them with a clear fundraising goal. And offer an approach that allows them to achieve their goal.

A little time spent organizing now, means more participation and success in the fall!



35%

COMMISSION & PRIZES



My prize goal is:

My popcorn goal is:

CHOOSE A PRIZE AND GO FOR IT!

Scouts can qualify for BOTH standard prizes AND an additional CAMP MASTERS High Achiever Prize

\$5,000 LEVEL 12

- 46 - Carrera Evolution DTM Ready to Roar
- 47 - Coleman 10'x9' DarkRoom Fast Pitch Screened Dome 6-Person Tent
- 48 - Remote Control Drone w/ Camera & GPS
- 49 - \$200 Walmart Card

\$3,500 LEVEL 11

- 42 - Jet Boil Joule
- 43 - Dart Zone Pro MK 1.1
- 44 - HEXBUG Build Blitz 7 Different Robot Builds
- 45 - \$175 Walmart Card

\$2,750 LEVEL 10

- 38 - Adventure Camp Package
- 39 - Anker Soundcore Liberty Air 2 True Wireless In-Ear Headphones
- 40 - LEGO Friends Heartlake City Amusement Pier
- 41 - \$125 Walmart Card

\$2,000 LEVEL 9

- 34 - LEGO Harry Potter's Hogwarts Clock Tower
- 35 - Carhartt Signature Backpack Cooler
- 36 - Xtrem Bots Guardian Bot
- 37 - \$100 Walmart Card

\$1,650 LEVEL 8

- 30 - Coleman Go!™ 4 Person Tent
- 31 - HEXBUG VEX Construction Zone
- 32 - LEGO Star Wars Resistance Y-Wing Starfighter
- 33 - \$75 Walmart Card

\$1,100 LEVEL 7

- 26 - Walkie Talkie
- 27 - LEGO DC Super Heroes Lex Luthor Mech Takedown w/ Batman & Wonder Woman
- 28 - Camp Stove w/ Regulator (Fuel not included)
- 29 - \$40 Walmart Card

\$825 LEVEL 6

- 22 - HEXBUG VEX Ambush Striker
- 23 - LEGO Speed Champions Formula E Panasonic Jaguar Racing
- 24 - 2-Person Waterproof Tent
- 25 - Grab Bag G

\$575 LEVEL 5

- 18 - Aluminum Safety Flashlight
- 19 - Telescope w/ 40x Magnification
- 20 - Telescoping Fishing Pole w/ Reel
- 21 - Grab Bag F

\$375 LEVEL 4

- 13 - Rosewood Knife w/ Clip & BSA® Branding in Box
- 14 - Hanging Hammock
- 15 - Cooler Chair w/ Backpack
- 16 - HEXBUG Nature Babies - Snow Leopard
- 17 - Grab Bag E

\$275 LEVEL 3

- 9 - 3-Watt - 200 Lumen COB LED Headlamp
- 10 - Air Hunterz Zano Bow w/ 2 Zarts
- 11 - SOS Survival Kit
- 12 - Zing Foam Hatchet

\$175 LEVEL 2

- 1 - Mini Dynamo Flashlight w/ BSA® Branding
- 2 - Cinch Backpack w/ BSA® Branding
- 3 - Retractable Straw & Ustensil Set
- 4 - Color Changing Watch/ Pedometer
- 5 - 2-3/8" Brass & Rosewood Handle Knife w/ BSA® Branding
- 6 - First Aid Kit
- 7 - Indoor Squishy Sticky Baseball (2pack) w/ BSA® Branding
- 8 - 6" Penguin w/ BSA® Branding

LEVEL 1

- 0.1 - Popcorn Sale Patch
- 0.2 - Online Sale Pin
- 0.3 - Military Sale Pin
- 0.4 - Top Seller Pin

Sell any item
Sell One Online Order
Collect One Military Donation
Sell over \$1,000

Bonus Club

Scouts who sell \$750 in popcorn will receive their choice of a Zing Air Zoom Zooka, an Outdoor Adventure Kit, or a 5-in-1 Survival Tool

Descriptions of Prizes Available at www.kellerprizeprogram.com



SELL \$400+ ONLINE
GET A \$10 AMAZON
GIFT CARD



SELL \$3000+ TOTAL
GET 5% BACK ON A
VISA DEBIT CARD



OR THIS CAMPER PKG
Tent, Grilling set, Hammock, Cooler
Chair Backpack, Camp Stove,
Bluetooth Speaker & Lantern



REGISTER YOUR SCOUTS

UNIT LEADERS: Scouts must be registered in the CAMP MASTERS system to receive sales!

Step One: Log in to the CAMP MASTERS system and click "Setup / Invite Scouts."

The list of current Scouts registered in your Unit will be displayed.

<input type="checkbox"/>	Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com



REGISTER YOUR SCOUTS

Step Two: Remove any Scouts no longer in your Unit by clicking the box to the left of their name(s). And then selecting “Remove” from the menu above.

The screenshot shows the Camp Masters interface for Troop 313. The 'Users' section is active, and the 'Remove' button is highlighted in orange. The table below shows the list of users with checkboxes selected for the Scouts of Jeff Hawkins and Jill Smith.

	Type	Key Code	First Name	Last Name	Phone	Email
<input type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input checked="" type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

Step Three: For the remaining Scouts, make sure their contact information is correct. Then select them by clicking the box to the left of their names. And then select “Send Sign-On

The screenshot shows the Camp Masters interface for Troop 313. The 'Send Sign-On Link' button is highlighted in orange. The table below shows the list of users with checkboxes selected for all users.

	Type	Key Code	First Name	Last Name	Phone	Email
<input checked="" type="checkbox"/>	Leader		Jason	Sieg	(214) 608-3499	pkp25@yahoo.com
<input checked="" type="checkbox"/>	Scout	D9YW	Jacob	Smith	(555) 555-5555	Troop313Jacob@scouting.org
<input checked="" type="checkbox"/>	Scout	D9ZJ	Jeff	Hawkins	(214) 366-3455	wayne1965@gmail.com
<input checked="" type="checkbox"/>	Scout	D9ZH	Jill	Smith	(888) 888-8888	jillsmith@gmail.com
<input checked="" type="checkbox"/>	Scout	D9Y7	Max	Franklin	(214) 608-3499	troop313max@demo.com
<input checked="" type="checkbox"/>	Scout	D9YX	Max	Sieg	(812) 347-3505	jason@yahoo.com
<input checked="" type="checkbox"/>	Scout	D9Y9	Ryan	Franklin	() -	Ryno23@yahoo.com

This will email each of the Scouts their unique CAMP MASTERS link so they can access the system without having to login. This makes taking orders and payments much easier.



REGISTER YOUR SCOUTS

Step Four: For new Scouts, select the “Setup / Import Scouts” option from the dashboard.

CAMP MASTERS Dashboard

2020 Fall Popcorn Sale

Jason Sieg | Troop 313
Demo Council | Demo District Anytown

To Do:

- ! Submit your Unit Commitment Form
- ! There are 11 Unordered Scout Take Orders
- ! There are 2 Open Unit Orders

Links:

- Manage Unit Information
- Setup/Invite Scouts
- Setup/Import Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes
- Edit Your Profile
- Reset Password

Show-N-Sell Start: 2/25/20 - Due: 8/7/20
Unit Kickoff 6/13/20
Returns Due 10/01/20 by 3:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 3/2/20 - Due: 10/23/20
Returns due 10/20/20 by 3:00pm
Payments due to Council 11/1/20

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

Step Five: Click the “Import Scouts” button and upload your Excel spreadsheet.

CAMP MASTERS Jason Sieg

Users / Scouts

Council: Demo Council District: Demo District Anytown User Type: Hide Inactive:

Layouts Export to Excel Export to PDF **Import Scouts**

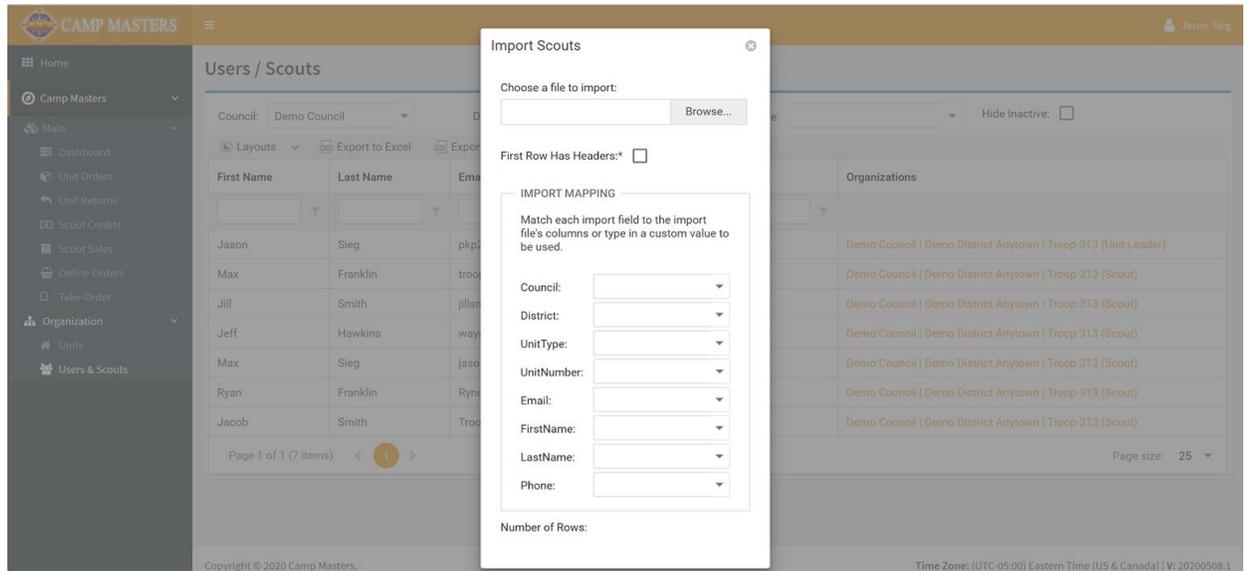
First Name	Last Name	Email	Organizations
Jason	Sieg	pkp25@yahoo.com	Demo Council Demo District Anytown Troop 313 (Unit Leader)
Max	Franklin	troop313max@demo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jill	Smith	jillsmith@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jeff	Hawkins	wayne1965@gmail.com	Demo Council Demo District Anytown Troop 313 (Scout)
Max	Sieg	jason@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Ryan	Franklin	Ryno23@yahoo.com	Demo Council Demo District Anytown Troop 313 (Scout)
Jacob	Smith	Troop313Jacob@scouting.org	Demo Council Demo District Anytown Troop 313 (Scout)

Page 1 of 1 (7 items) Page size: 25

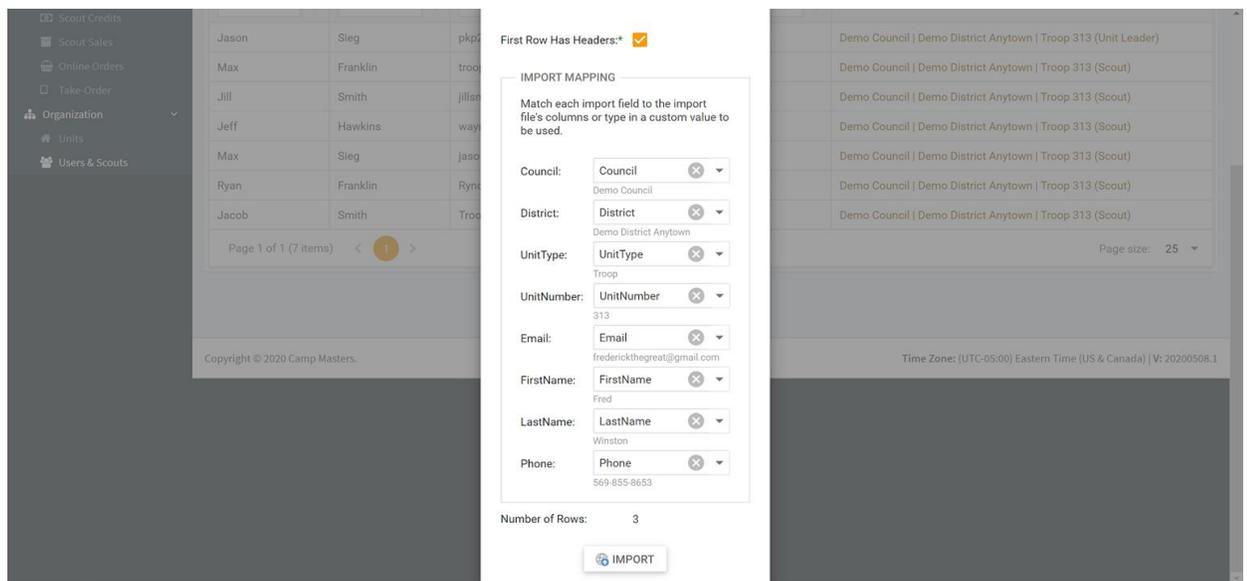
Copyright © 2020 Camp Masters. Time Zone: (UTC-05:00) Eastern Time (US & Canada) | V: 20200508.1

REGISTER YOUR SCOUTS

Step Six: Select your file and complete the field matches to the spreadsheet columns below. If your sheet has headers, be sure to select the “First Row Has Headers” box.



You'll see a data preview as you assign each field for import. Once complete, click “Import”.



You'll see a green success box once imported.

✔ Import Succeeded - Download and review the import file for details. [Click here to download the import results file.](#)

If you get an error, check your spreadsheet rows again carefully for typos.



STOREFRONT RECRUITING

You can never start too early in securing storefronts. Of course, it's going to be a bit different this year. And that means adapting your approach. Here are some of the best tips to help you do just that:

- Grocery stores and home improvement stores are both essential businesses. But they are receiving policies and procedures for Coronavirus from corporate. Make sure you approach the store/company Manager with this in mind. Do some research and find out the policies in place so you can adapt your approach and relate how Show-N-Sell will meet these guidelines.
- Right now, resources are tapped thin in these stores. Consider sending an email or leaving a message for the Manager to call you back. The reality is, you're not going to be their first priority right now. After a few attempts, and still no response, only then try going in person.
- Think of other high-traffic, essential businesses in your area to contact. As other businesses begin reopening, reach out to them as well.
- Use the COVID-19 recommendations in this guide to help the Manager/Owner understand that above all else, safety comes first. This will help ease their mind while it is still uncertain what the fall recommendations will be.

SAMPLE EMAIL / SCRIPT

Hello [NAME],

This is [YOUR NAME] from Scout Troop [Troop #]. Our Scouts are holding our annual popcorn fundraiser this year. The funds raised supports their ability to participate in our local Scouting program.

Due to the coronavirus, it's going to look a lot different this year. However, with everyone's safety guidelines in mind, I wanted to reach out regarding hosting a Show-N-Sell at {STORE NAME} in [MONTH].

Much can change between now and then, so I'm not looking for a definite answer today. What I'd like to do is confirm you'd consider it and then reach back out for a yes or no as the date draws closer.

Can I reach back out in [A MONTH, A FEW WEEKS]?



2020 POPCORN SCHEDULE

JUNE 2020

IMPORTANT DATES

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

JULY 2020

IMPORTANT DATES

*Wednesday,
July 29 Zoom Kick Off*

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29 ZOOM Kick Off 6pm	30	31	

2020 POPCORN SCHEDULE

AUGUST 2020

IMPORTANT DATES

District's KickOff

Two Chiefs
Tuesday, August 4

Mountaineer
Tuesday, August 11

National Trail
Thursday, August 13

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4 Two Chiefs Kickoff	5	6	7	8
9	10	11 Mountaineer Kickoff	12	13 National Trail Kickoff	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

SEPTEMBER 2020

IMPORTANT DATES

Wednesday,
September 2 orders
must be placed
for show and sell

Wednesday,
September 23 pick up
show and sell order at
Carenbauer Distribution

SALE BEGINS
Saturday, September 26

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2 Show and Sell Order	3	4	5
6	7 Scout Office Closed	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23 Pick up Show and Sell	24	25	26 Sale Begins
27	28	29	30			

2020 POPCORN SCHEDULE

OCTOBER 2020

IMPORTANT DATES

Saturday, October 31
Popcorn Sale Ends

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31 Popcorn Sales Ends

NOVEMBER 2020

IMPORTANT DATES

- Monday, November 2
- Show and Sell Product Return is due by Noon
 - Show and Sell Money is due by Noon
 - all Take orders are due in

Wednesday, November 18
Pick Up Take Order
Carenbauer Distributing

Popcorn Money for take orders can be turned in to the Scout Office at this time.

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 Orders Due Returns Due Money Due	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18 Popcorn Pick up	19	20	21
22	23	24	25	26 Scout Office Closed	27 Scout Office Closed	28
29	30					

2020 POPCORN SCHEDULE

DECEMBER 2020

IMPORTANT DATES

Tuesday, December 1
All Popcorn Money
Outstanding is due to
the Scout Office

SUN	MON	TUE	WED	THU	FRI	SAT
		1 Popcorn Money	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24 Scout Office Closed	25 Scout Office Closed	26
27	28	29	30	31		

JANUARY 2021

IMPORTANT DATES

SUN	MON	TUE	WED	THU	FRI	SAT
					1 Scout Office Closed	2
3	4 Scout Office Closed	5	6	7	8	9
10	11	12	13	14	15	16
17	18 Scout Office Closed	19	20	21	22	23
24	25	26	27	28	29	30
31						

POPCORN POLICIES

- Show and Sell Orders are due by Wednesday, September 2, 2020 and are subject to approval.
- NO SHOW AND SELL RETURNS will be accepted after noon on Monday, November 2, 2020.
- Show and Sell Payment is due into the Scout Office by Noon on November 2, 2020
- Take Orders are due by Monday, November 2, 2020, NO ORDERS will be accepted after Monday, November 2, 2020.



BOY SCOUTS OF AMERICA®
OHIO RIVER VALLEY COUNCIL



Unit Product Return Form 2020 Show and Sell

Symbol	Product	#Cases	#Containers	Notes:
P	3 Way Cheesy Cheese Tin	N/A		1 container per case
E	Supreme Caramel w/Almond, Pecan, & Cashews Tin			8 containers per case
ZG	12oz Salted Jumbo Cashews			12 containers per case
KK	13oz Cinnamon Crunch Popcorn Tin			8 containers per case
X	Classic Trail Mix			8 containers per case
YY	12 pk Sweet & Salty Kettle Corn MW			8 containers per case
ZH	12oz Honey Roasted Peanuts			12 containers per case
G	14pk Extra Butter Roasted Summer Corn			8 containers per case
NN	White Cheddar Cheese Tin			8 containers per case
DD	Caramel Popcorn Bag			12 containers per case
V	Purple Popping Corn Jar			6 containers per case
	Unit #			
	Popcorn Kernel:			
	Phone:			
	Signature X			Date:

SHOW-N-SELL SCHEDULING

Locations will be added as locations become available.

DATE	LOCATION	SHIFTS	NEEDED ADULTS AND SCOUTS
Saturday Sunday	Store Front Location	8 - 10 AM	Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:
		10-Noon	Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:
		Noon-2PM	Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:
		2-4 PM	Adult 1: Adult 2: Scout 1: Scout 2: Scout 3:



COVID-19 GUIDELINES

CAMP MASTERS is dedicated to the safety of our Leaders, scouts, Families & customers. As we prepare for the popcorn sale, it's important that everyone operate in accordance with any restrictions outlined by your state and local health department or other state and local authorities. Be sure to check with your Council if you are unsure what's required in your area.

When it comes to the products, we have implemented numerous safety protocols at our production, warehouse and fulfillment centers. This measure includes many of the guidelines recommended below. And we continue to evaluate the current environment in our local area.

Show-n-Sells are an exciting time for your Scouts. All the energy and enthusiasm of representing their pack within the community. CAMP MASTERS is offering the following guidelines to keep everyone safe this fall. These will be updated when necessary.

RECOMMENDED SHOW-N-SELL GUIDELINES

- Reiterate before the event anyone exposed to Coronavirus should find an alternate person to take their place at the sale or contact the Popcorn Kernel.
- Take everyone's temperature before and/or at arrival to the store.
- Everyone should wear masks and gloves to minimize the spread of germs. [Watch this video to see how quickly they can spread.](#)
- No more than 3 kids and 2 adults should be at any single selling location.
- Always wash your hands minimum of 20 seconds. (Refer back to the germ video).
- Use hand sanitizer regularly, especially after customer transactions.
- Clean surfaces frequently with a disinfectant wipe or hand sanitizer.
- Assign one individual to handle all money transactions. And one to handle all popcorn.
- Use Signs to help inform customers you're fundraising and provide directions for safe interactions between Scouts and customers.
- Do not shake hands with customers and maintain social distance to them as well as any other booth participants.
- Do not have open food or drinks in the area. Do not share drinks, cups or utensils. There is high potential for spread of the virus to these items.
- If you have to sneeze or cough do it away from the booth and other people. Remember to sneeze or cough into your elbow.
- When possible, avoid engaging with anyone exhibiting symptoms.



ORDERING INVENTORY

Contact Melissa or Lori at the Scout Office if you have any questions.

Ohio River Valley Council | Show -n- Sell Product Listing

Product	Symbol Code	Case Qty	Retail Price & Per Case Price
 12 pk Sweet & Salty Kettle Corn Microwave	YY	8	\$15.00 \$120 per Case
 12oz Honey Roasted Peanuts	ZH	12	\$15.00 \$180 per Case
 12oz Salted Jumbo Cashews	ZG	12	\$20.00 \$240 per Case
 13oz Cinnamon Crunch Popcorn Tin	KK	8	\$20.00 \$160 per Case
 14pk Extra Butter Roasted Summer Corn	G	8	\$15.00 \$120 per Case
 3 Way Cheesy Cheese Tin	P	1	\$35.00
 Caramel Popcorn Bag	DD	12	\$10.00 \$120 per Case
 Classic Trail Mix	X	8	\$20.00 \$160 per Case
 Purple Popping Corn Jar	V	6	\$10.00 \$60 per Case
 Supreme Caramel w/Almond, Pecan, & Cashews Tin	E	8	\$25.00 \$200 per Case
 White Cheddar Cheese Tin	NN	8	\$15.00 \$120 per Case

YOUR POPCORN KICKOFF

A great popcorn sale starts with a great popcorn kickoff! Follow these simple steps to start your popcorn sale with a BANG and motivate your Scouts, parents and other volunteers.

1. **Set the Agenda.** Think of things that are fun and fast-paced. This helps build energy and excitement for the popcorn sale. Scouts will leave ready to earn their way selling delicious popcorn!
2. **Ask for Help.** Enlist others to help you pull off a fun and exciting popcorn kickoff! No need to try and take it all on yourself.
3. **Know Your WHY.** Share the exciting Scouting Program that this fundraiser will support. Talk about the activities and what the Scouts will experience. And reiterate that it can all be paid for by POPCORN! (See pg 4 for additional info to share.)
4. **Review the Forms.** Show Scouts the forms they'll be using in detail so they understand how to use them to promote the products and capture orders.
5. **Build their Profile.** Have each Scout register or update their profile at CAMPMASTERS.org.
6. **Ready to Sell!** Add CAMP MASTERS to their phones.
7. **Sharing is Caring.** Explain how they can share their CAMP MASTERS profile link with friends, family and through social media.
8. **Cover What's Critical.** Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
9. **Focus on the Goal.** Motivate Scouts to take on the Unit Scout goal and to pick an awesome prize as part of their goal!
10. **Create a Memory.** End the night with a fun and memorable event. Scouts love to be part of the action. And they always love a good pie to the face of their Unit Leader!



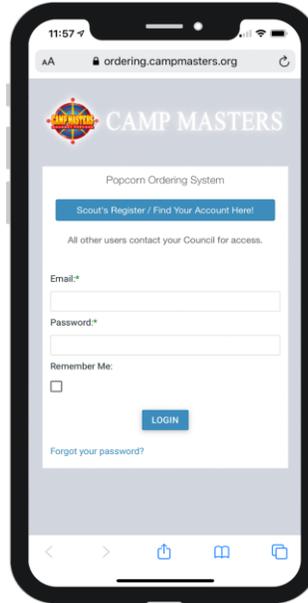
CAMP MASTERS APP

SCOUTS, PARENTS & LEADERS

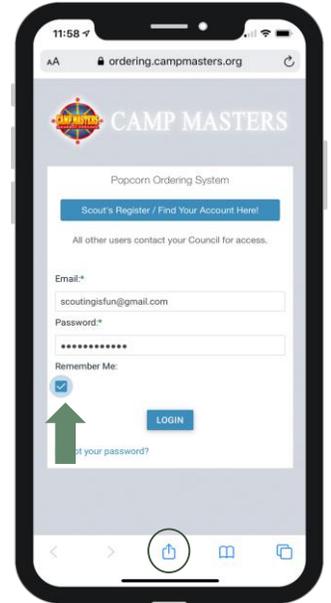
Follow these instructions to easily create a CAMP MASTERS app icon on your smartphone.



Open Safari
Chrome on Android

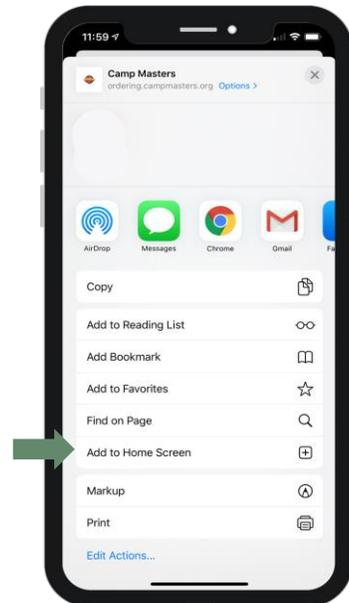


Go to
ordering.campmasters.com/Account/Login

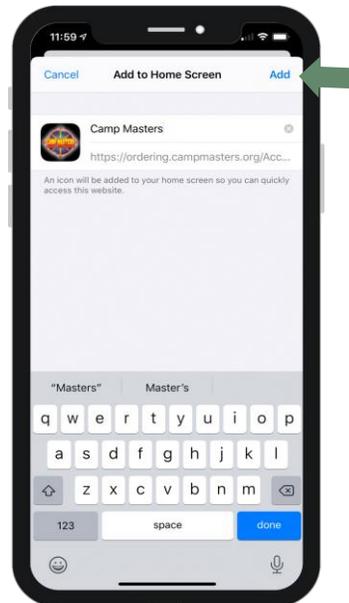


Enter your login and click
"Remember Me" then Login

Once on your dashboard, click the
menu button (circled icon above)
(3 dots in upper right on Android)



Select "Add to
Home Screen"



Then click "Add"



Ready to sell? Click the icon!



ACCEPTING CREDIT CARDS

CAMP MASTERS has partnered with PayAnywhere to provide accounts and free readers to all Units. Just go to: payanywhere.com/campmasters



- **FREE app and FREE card readers**
- **Multiple device and multiple user ready**
- **No hidden fees....No monthly minimum fees, no setup fees, and no cancellation fees**
- **2.69% per swipe transaction fee; 3.49% + \$0.19 for keyed transactions**
- **Transaction fees removed from deposits automatically**
- **Funds within 24 hours of processed transactions**
- **Free Merchant Portal for detailed account activity and business intelligence reporting**
- **Create versatile item library with multiple products and prices or input charges directly.**
- **Safe and secure with immediate data encryption and PCI compliant and certified**
- **Live Customer Support via Phone and Chat**
- **www.campmasters.org/pay-anywhere**

CREATE YOUR ACCOUNT

Applying for PayAnywhere.



Head to payanywhere.com/campmasters to apply for your account. As the head of your Unit, you are responsible for your account. Use your information for the majority of the fields on this page.

The Boy Scouts of American National Council does not permit any regional or local councils, troops, packs, or units to use the National Council's Tax Identification Number (TIN) when applying for a merchant processing account.

Units should not use the Social Security Number of an adult leader. If they do, the IRS will attribute all banking transactions, unit purchases, etc., to that leader as an individual and they will be solely responsible for any tax related burden. Total transactions under \$20,000 do not trigger a 1099 however.

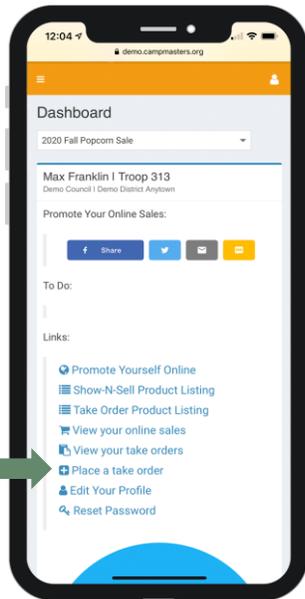
The screenshot shows the PayAnywhere registration form. At the top left is the PayAnywhere logo. At the top right, it says "Prefer the phone? Call to register: 877.387.5640". The main heading is "How will you use PayAnywhere?". Below this are two tabs: "As a Business" (with a person icon) and "As an individual" (with a person icon). A callout box points to the "As an individual" tab with the text: "If you do not have a TIN, use the 'Individual' tab to apply for an account." Below the tabs is the "Information about you, the principal of the company" section. It contains fields for: First name, Last name, Email, Phone number, Birthday (Month, Day, Year), Last 4 digits of SSN, Address, Suite / Apt #, Zip code, Please create a password, and Confirm password. A callout box points to the password fields with the text: "Be sure to write down your password. You will use it to log in to the PayAnywhere app and PayAnywhere inside." Below this is the "Information about your company" section. It contains fields for: We are a (dropdown), Industry (dropdown), Business type (dropdown), DBA name (text), Federal tax ID (text), Total monthly CC sales (dropdown), Average ticket amount (dropdown), and We have been in business for (dropdown). A callout box points to the "We are a" dropdown with the text: "Select 'Non-Profit' + 'Charities & Nonprofits' + 'Fundraisers.'" Another callout box points to the "Total monthly CC sales" dropdown with the text: "Select '<\$25,000.'" At the bottom of the form, there is a checkbox for "I have read and agree to the Terms and Conditions" and a large orange "CREATE ACCOUNT" button. Below the button, it says "This site and your information are protected by SSL encryption."



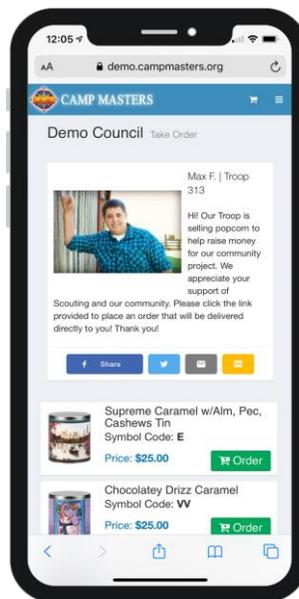
TAKE ORDERS ON THE GO

SCOUTS, PARENTS & LEADERS

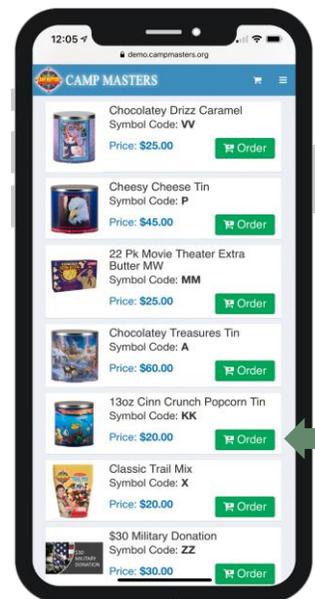
Follow these instructions to easily take orders and payment on your smartphone.



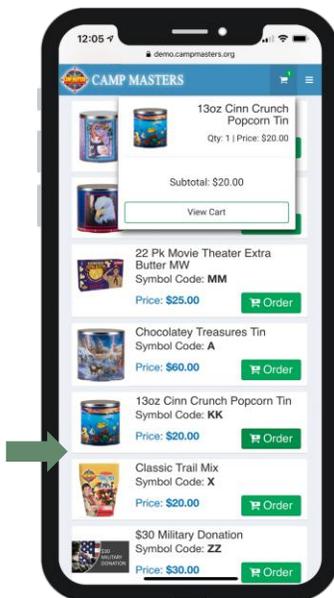
Click "Place a Take Order" from the dashboard



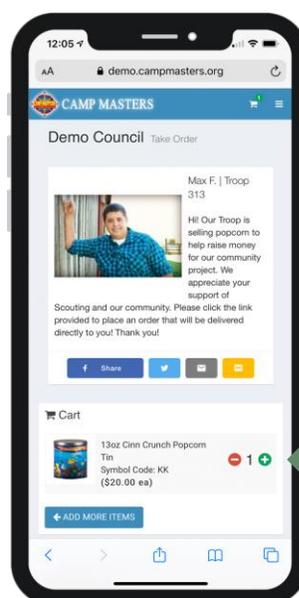
This will take you to the products page.



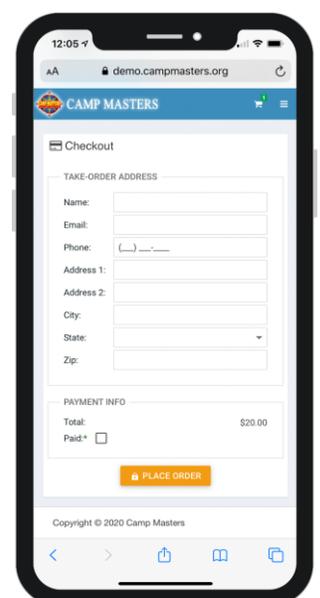
Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart.



A confirmation window will appear. You can either go to cart or continue adding items.



In the cart, you can change the quantity of the product if needed.



Complete the customer information.



CAMP MASTERS
GOURMET POPCORN

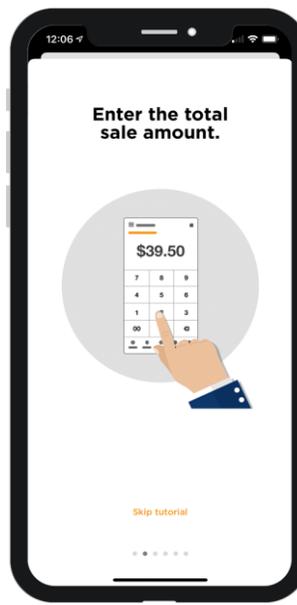
TAKE ORDERS ON THE GO

SCOUTS, PARENTS & LEADERS

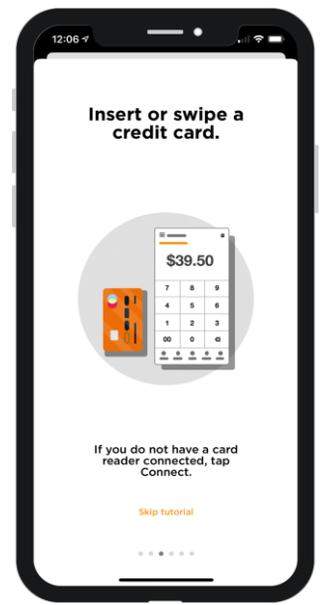
Follow these instructions to easily take orders and payment on your smartphone.



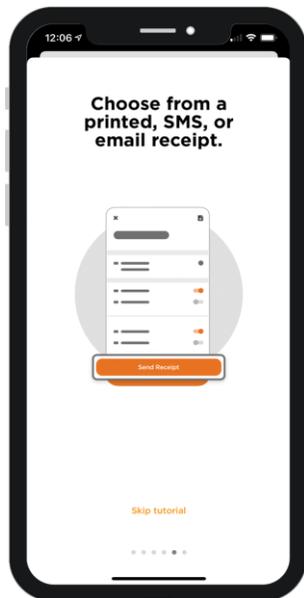
Return to your home screen and open the PayAnywhere app.



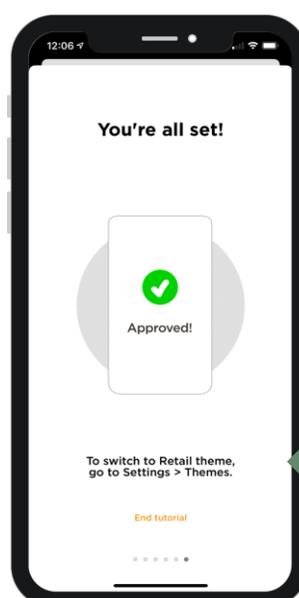
Enter the total charge.



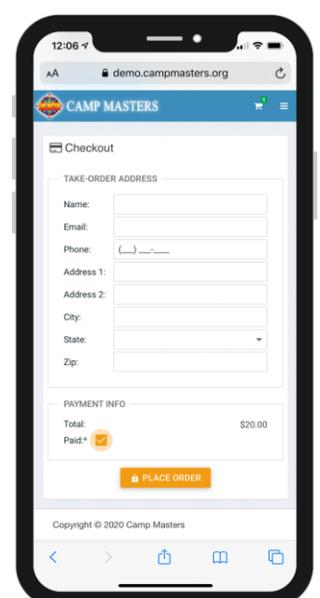
Insert or swipe the credit card depending on your reader type..



Offer the customer a SMS text or email receipt.



When you receive payment confirmation, return to CAMP MASTERS window.



Mark as paid and then tap the "Place Order" button.



INVENTORY & PAYMENTS

Remember

- Show and Sell Payment and unsold undamaged Product is due in the scout office by Monday, November 2, 2020 before Noon.
- NO UNSOLD PRODUCT WILL BE ACCEPTED AFTER NOVEMBER 2, 2020!
- Take Order Payment should be in before product pick up on Wednesday, November 18, 2020.
- Any Outstanding Balances – Payment Adjustments must be into the office no later than Tuesday, December 1, 2020.



WRAPPING UP YOUR SALE

As your popcorn sale is finishing up...

- Have you turned in your youth that sold \$750 or more to Lori at the scout office?
- Have you placed your final order on the Campmasters Website (the one entry email you received at the beginning of the sale) no later than Monday, November 2? Remember the system will not let you enter sales in after that date.
- Have you paid your popcorn invoice (minus your 35% Commission)?
- Have you placed your prize order? Remember we can not approve your prize order until you have paid your popcorn invoice. Don't forget to order your patches and pins in that prize order for your scouts.



"That's
all
folks!"

Just
"POPPING"
in to say
No One is
"Butter"
than **YOU!**
Thank You!