

# Funding Our Scouting Adventure!

2023 Popcorn Sale Kickoff

SETTING THE PLAN FOR YOUR SUCCESS



Ohio River Valley Council





# Why Are We Conducting This Campaign?





# How Do Units & Scouts Benefit?

- The easiest way for Units to get financial support from their community for their Scouting Program
- Units will have more money for Scouting activities, possibly offsetting cost of the entire Program.
- Skills development for Scouts that accentuates Scouting Program goals
- Scouting Advancements opportunities for all Scouts that participate

**Limited to No Financial Risk based on how YOU decide to sell!**

**SCOUTS**  
**POPCORN**  
**IS HERE!**





# **2022 Sales Facts**

- **Over \$269,542 - Popcorn Sales (\$34,042 increase)**
- **Over \$188,000 - Return to Scouting Profit! (23,000 increase)**
- **42 Units participated**

**Our Average per Selling Scout = \$887**

**Our Average per Selling Unit = \$6418**

**National Average per Selling Unit = \$4,250**



# **2022 Council Top Sellers** from Campmasters' System

<b>1. Corban Miller</b>	<b>\$4,745.00</b>	<b>Troop 82</b>
<b>2. Alexis Gorder</b>	<b>\$4,363.57</b>	<b>Pack 334</b>
<b>3. Luke Perry</b>	<b>\$4,051.66</b>	<b>Troop 6</b>
<b>4. Easton Stewart</b>	<b>\$3,791.41</b>	<b>Pack 337</b>
<b>5. Hunter Waldron</b>	<b>\$3,770.00</b>	<b>Troop 6</b>
<b>6. Myelz Duncan</b>	<b>\$3,278.41</b>	<b>Pack 212</b>
<b>7. Jacob Norton</b>	<b>\$3,061.00</b>	<b>Troop 128</b>
<b>8. Beau Stewart</b>	<b>\$3,002.46</b>	<b>Troop 128</b>
<b>9. Abigail Weekley</b>	<b>\$3,000.00</b>	<b>Pack 6</b>



# **2022 Council Top Sellers from Campmasters' System**

	Top Units	
Mountain Trails	Pack 128	\$23,935.00
Mountain Trails	Troop 6	\$20,915.00
Two Trails	Pack 334	\$19,434.00
Mountain Trails	Pack 6	\$19,028.00
Mountain Trails	Pack 109	\$17,130.00
Mountain Trails	Pack 212	\$15,160.00
Mountain Trails	Troop 128	\$14,900.00
Mountain Trails	Pack 337	\$14,555.00
Mountain Trails	Pack 78	\$13,125.00
Two Trails	Troop 66	\$9,485.00

# Improvements from 2022!

- **Updated Online Sales program**
  - Wider product selection with ALL individual items!
  - BIG discounts on multiple item orders encouraging more support.
  - FREE shipping on all orders.
- Improved product lineup & packaging to present value in face of inflationary challenges affecting suggested retail pricing.
- Expanding CAMP MASTERS Sales Training opportunities with multiple sessions led by Michael Beck available to EVERYONE, nationally.
- Improved popcorn system functionalities and created a roadmap for desired new functions for expanded ease of use and visibility.
- Increased CAMP MASTERS incentives to promote expanded growth and participation in revamped Online Sales Platform.





# The 2023 Product

**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.

**DO** Tasty Trio Tin



This Tasty Trio has Melt in your mouth Chocolate Covered Pretzels, Sweet & Salty Kettle Corn and Chocolate Caramel with sea salt candy — 23oz, 2.45 gal. **QD**



**\$60**

**P** 3-Way Cheesy Cheese Tin 



Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a nutty Cheesy Salsa popcorn (1 BQ Bags!) — 15 oz, 3.15 gal **QD**



**\$40**

**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! **QD**



**\$30**

**E** Supreme Caramel Tin



Buttery gourmet Caramel Corn with Almonds, Pecans and Cashews — 18 oz, 1.30 gal **QD**



**\$25**

**X** Classic Trail Mix



Delicious wholesome goodness includes peanuts, cranberries, raisins, chocolate candies and cashews — 16 oz **QD**



**\$25**

**ZE** Chocolate Drizzle Caramel Bag



Buttery gourmet caramel popcorn with chocolate drizzle — 14 oz. **QD**



**\$25**

**G** 14 Pack EXTRA BUTTER Roasted Summer Corn



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



**\$20**

**KT** Cinnamon Crunch Popcorn Bag



Lightly sweet popcorn with warm, savory cinnamon — 13 oz. **QD**



**\$20**

**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! **QD**



**\$20**

**ZD** White Cheddar Cheese Bag



Cheesy goodness of white cheddar cheese on light, crunchy, crispy popcorn — 5 oz. **QD**



**\$20**

**ZW** Chocolatey Covered Pretzels Bag



Melt in your mouth Chocolate Covered Pretzels



**\$20**

**V** Purple Popping Corn Jar 



This delicate popcorn contains antioxidants, has virtually no hulls and TASTES GREAT! No Artificial Anything. — 30 oz **QD**



**\$15**

**DD** Caramel Popcorn Bag 



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



**\$15**





# 2023 Product Line-up

All items with chocolate available for ordering after 9/30



**Tasty Trio Tin**  
**\$60**

S'mores Popcorn  
Chocolatey Pretzels  
Sweet & Salty Kettle Corn



**Cheesy Cheese Tin**  
**\$40**

Yellow Cheddar Popcorn  
White Cheddar Popcorn  
Cheesy Salsa Popcorn



**Chocolatey Drizzled  
Caramel**  
**\$25**

Caramel Corn with  
Chocolatey Drizzle



**Chocolatey Pretzels Bag**  
**\$20**

Milk Chocolatey covered Pretzels



# 2023 Product Line-up



**Supreme Caramel  
Tin  
\$25**

Caramel Corn with  
Almonds, Pecans &  
Cashews



**Trail Mix  
Bag  
\$25**

Peanuts, Raisins, Dried  
Cranberries, Almonds,  
Cashews & Chocolate  
Candies



**Cinnamon Crunch  
Bag  
\$20**

Lightly Sweet Cinnamon  
Caramel Corn



**White Cheddar  
Cheese \$20**

White Cheddar  
Cheese Popcorn



**Purple Popping  
Corn Jar  
\$15**

Virtually Hull-less,  
Industry leading  
packaging innovation



**Caramel Corn  
Bag  
\$15**

Gourmet  
Caramel Corn





# 2023 Product Line-up



**22 Pack Movie Theater  
Butter Microwave  
\$30**

#1 Consumer flavor



**14 Pack Roasted Summer  
Corn Microwave  
\$20**

Tastes like Buttery  
Corn on the Cob



**12 Pack Kettle Corn  
Microwave  
\$20**

Sweet & Salty



**\$30 Military Donation**



Option to order on  
Take Order, but  
not on Order Form



# 2023 Council Prize Program

**\$5,000 LEVEL 11**

45 - LEGO Technic 4x4 Mercedes-Benz Zetros Trial Truck  
 46 - Carrera Evolution Supercars  
 47 - Lionel Junction North Pole Central LionChief Set w/ Bluetooth  
 48 - \$150 Amazon Gift Card

**\$3,500 LEVEL 10**

41 - Adventure Camp Package  
 42 - Dart Zone Pro MK 3  
 43 - LEGO Star Wars The Justifier  
 44 - \$125 Amazon Gift Card

**\$2,750 LEVEL 9**

37 - Carrera DTM High Speed Showdown  
 38 - LEGO Technic 2022 Ford GT  
 39 - Coleman Sundome 4 Person Tent  
 40 - \$100 Amazon Gift Card

**\$2,000 LEVEL 8**

33 - LEGO Ariel's Underwater Palace  
 34 - Skullcandy Wireless Earbuds  
 35 - Foldable Drone  
 36 - \$75 Amazon Gift Card

**\$1,650 LEVEL 7**

29 - HEXMODS Pro Series Elite  
 30 - LEGO Hogwarts Magical Trunk  
 31 - North Face Stalwart Backpack  
 32 - \$50 Amazon Gift Card

**\$1,250 LEVEL 6**

24 - Hydration Pack - 2L  
 25 - 126-piece Tool Set  
 26 - Zing Bow w/ 4 Arrows Assorted Colors  
 27 - 2-Person Waterproof Tent  
 28 - Grab Bag G

**\$825 LEVEL 5**

19 - 80x80 Binoculars w/ Case  
 20 - Telescope - 40x Magnification  
 21 - Multi-Tool w/ Shovel & Ax  
 22 - Isee Freeze Pop w/ Syrup  
 23 - Grab Bag F

**\$575 LEVEL 4**

14 - PlusPlus Saturn V Rocket  
 15 - 5pc Stainless Steel Mess Kit  
 16 - USB Recargeable Headlamp w/ Motion Activation  
 17 - Air Hunterz Zano Bow w/ 2 Zarts  
 18 - Grab Bag E

**\$375 LEVEL 3**

9 - Zing Air ZooperBall  
 10 - Duncan Limelight Yo-Yo  
 11 - Lock Blade Knife w/ BSA® Branding  
 12 - Catapult Plane w/ Decorative Stickers  
 13 - Grab Bag D

**\$250 LEVEL 2**

1 - Knife/Fork/Spoon Combo w/ Bottle Opener  
 2 - Cinch Backpack w/ BSA® Branding Assorted Colors  
 3 - 3 Watt-200 Lumen COB LED Headlamp  
 4 - Watch/Pedometer - Assorted Colors  
 5 - Dry Bag - 5 liter - Teal  
 6 - Waboba Fly Pies 6" Silicone Flying Disc  
 7 - 4x30 Binoculars  
 8 - Stuffed Animal w/ BSA® Branding

**LEVEL 1**

0.1 - Popcorn Sale Patch  
 Sell any item  
 0.2 - Online Sale Pin  
 Sell One Online Order  
 0.3 - Military Sale Pin  
 Collect One Military Donation  
 0.4 - Top Seller Pin  
 Sell over \$1,000

**1K Club**  
 Scouts who sell \$1,000 in product will receive their choice of  
 0.5 - Hanging Hammock  
 0.6 - Cooler Chair Backpack  
 0.7 - Rosewood Multi-tool w/ Case

Scout Name: \_\_\_\_\_ Pack/Troop: \_\_\_\_\_ Total Sales: \_\_\_\_\_

Prize #	Prize Description	Quantity

The Exclusive 1K Club will also celebrate with a private party just for them to be arranged later.

Descriptions of Prizes Available at [www.kellerprizeprogram.com](http://www.kellerprizeprogram.com)

# **CAMP MASTERS 2023**

## **High Achiever Prizes**

### **\$3,000 & Up Club**

Camping Package!  
2-Person Tent, 3W-200  
Lumen COB LED  
Headlamp, 4x30  
Binoculars,  
6-in-1 Cooking  
Multi-Tool,  
Cooler Chair  
Backpack,  
Metal Camping Mug  
w/BSA Branding, and Sleeping Bag  
**OR** Visa Debit Card for 4% of total sales.

**Example:** \$3000 = \$120 debit card.



# **2023 CAMP MASTERS**

## **High Achiever Prizes & Incentives**

**Additional Online  
Promotions  
provided throughout  
the year**



**Any Scout selling \$400 in online sales will receive a  
\$10 Amazon Gift Card from CAMP MASTERS**

**All online sales also count towards all other prize options,  
High Achievers & Council Prizes**



# 2023 CAMP MASTERS

## Planned Contests and Incentives



# August



Each item a Scout sells equals one chance each in the CAMP MASTERS online store, From Now to August 31, 2023, be put into a drawing to win a \$150 gift card to the Nike store. There, they can buy and customize their own new Kicks, or use it for another item in the store\*

\* Gift Cards are redeemable at Nike.com, Converse.com and at selected Nike and Converse-owned retail locations in the United States and Puerto Rico.

## Plus, other opportunities

**WATCH YOUR EMAILS FOR  
CAMP MASTERS CONTESTS  
STARTING IN AUGUST!**

Sponsored and funded by CAMP MASTERS to motivate Scout participants during AUG, SEP, OCT 2022

# 2023 Commissions and Incentives





# **Scout Recognition**

\$1000.00 Club exclusive Party with the Nailers

During Scout Night with the Nailers –  
recognition-and participation in Nailers on the  
ice activities and more....

# Steps to Success

**5 Key Steps to Reach New Heights  
& Have the Best Sale possible!**





# Let's Plan for Success in 2023!

**Let's face it we've come through some challenging times but the future is bright for us all! Experience provides us with core tools to build a plan from and expand our opportunity to give our youth the best program to learn and grow!**

**Be sure to include plans to sell all three ways to maximize results:**

- **Sell Online at [www.popcornordering.com](http://www.popcornordering.com) with SHIPPING INCLUDED!**
  - Reach out for support from the comfort of home
  - Zero risk for Units and doesn't impact other activities
  - Average online sale >\$54 in 2021!
- **Door to Door**
  - Use the Take Order Form in the Family Guide
  - Take Pre-Order/Show and Sell product if you can
  - Average \$200-\$400 per scout hour
- **Show and Sell**
  - Establish sales locations at local store fronts or special events
  - May have a limited number of items vs. those on Take Order
  - Average \$65-\$150 per scout hour (3 Scouts/location)



# Step #1

- Know your UNIT'S POPCORN SALE GOAL
  - What program elements you will fund
  - Equipment needs
  - Special Events/Trips
  - BUILD A BUDGET USING THIS TOOL



- Be able to COMMUNICATE the goal to everyone on board
  - What it means for the Scouts
  - What it means for the families
  - This is what a Kickoff is for!



Fund Your Adventure with CAMP MASTERS Popcorn!

3 steps for an adventure filled annual program for your Unit!  
With CAMP MASTERS you can achieve your fundraising goal with just one product sale, so you can spend your time doing fun activities.

**1**

**MONTHLY COSTS:** Think of fun things to do every month and enter them below as activities. Enter activity names and costs in the highlighted cells only.

SEPTEMBER		OCTOBER		NOVEMBER	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	
DECEMBER		JANUARY		FEBRUARY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	
MARCH		APRIL		MAY	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	
JUNE		JULY		AUGUST	
Planned Activity	Cost	Planned Activity	Cost	Planned Activity	Cost
This Month's Total: \$0.00		This Month's Total: \$0.00		This Month's Total: \$0.00	

**2**

**ANNUAL COSTS:**  
Enter other annual Unit expenses:

Registration & Insurance	\$0
Advancements	\$0
Uniforms	\$0
Scholarships	\$0
Other Expenses	\$0
<b>Annual Total:</b>	<b>\$0</b>

**3**

Enter the number of Scouts and your commission to calculate your goals:

Number of Selling Scouts in your Unit:	40
Your Unit's Commission	30%
Unit Total Activity Cost and Expenses	\$0.00

<b>Unit Sales Goal</b>	<b>\$0.00</b>
<b>Scout Sales Goal</b>	<b>\$0.00</b>

Download at  
<http://campmasters.org/sales-tools/>

Unit Budgeting Tool



# Step #2

- **Become familiar with the Popcorn System**
  - **Where do I commit to the sale (do it now!)**
  - **Where do I enter orders**
  - **How do I manage Scouts**
  - **Reports availability**
- **Set Up your Sale in the System**
  - **Cleanup your Scout Information**
  - **Scouts who moved to new Unit can transfer themselves to that Unit**
  - **Add any new Scouts**
- **Tracking Scout S&S Credits and Take Order Sales**
  - **Units apply S&S Credits Manually to Scout**
  - **Scout credits reflect as running total**
  - **Will Scouts enter their Take Order information on own or will Unit?** – how to webinar established for Sept. 22

# Step #3

- Plan & Conduct a **KICK OFF!**
  - **COMMUNICATE** the goal
  - **SHARE** the plan In person or virtually
- Make it **FUN!**
  - What it means for the Scouts
  - Skits to emphasize training
  - Talk about the Prizes and affect of reaching Goals
- Focus on **SKILL DEVELOPMENT**
  - Public Speaking Skills
  - Goal Setting
  - Personal Responsibility





# Step #4

## Train your Scouts for ALL sales approaches!

- Establishes best Practices & Builds Confidence & removes doubt
- IT WILL HAVE A HUGE IMPACT



- Promote the CAMP MASTERS approach
  - Door to Door - \$250-\$400/hr
    - Take product with you if you can
    - Use the same presentation
    - Canvas entire neighborhoods
  - Site Sales – \$300-\$450/hr
    - No tables or chairs, teams of 3
    - Stack product in a colorful display
    - Scouts in front talking to customers

# Step #5

## Get full participation!

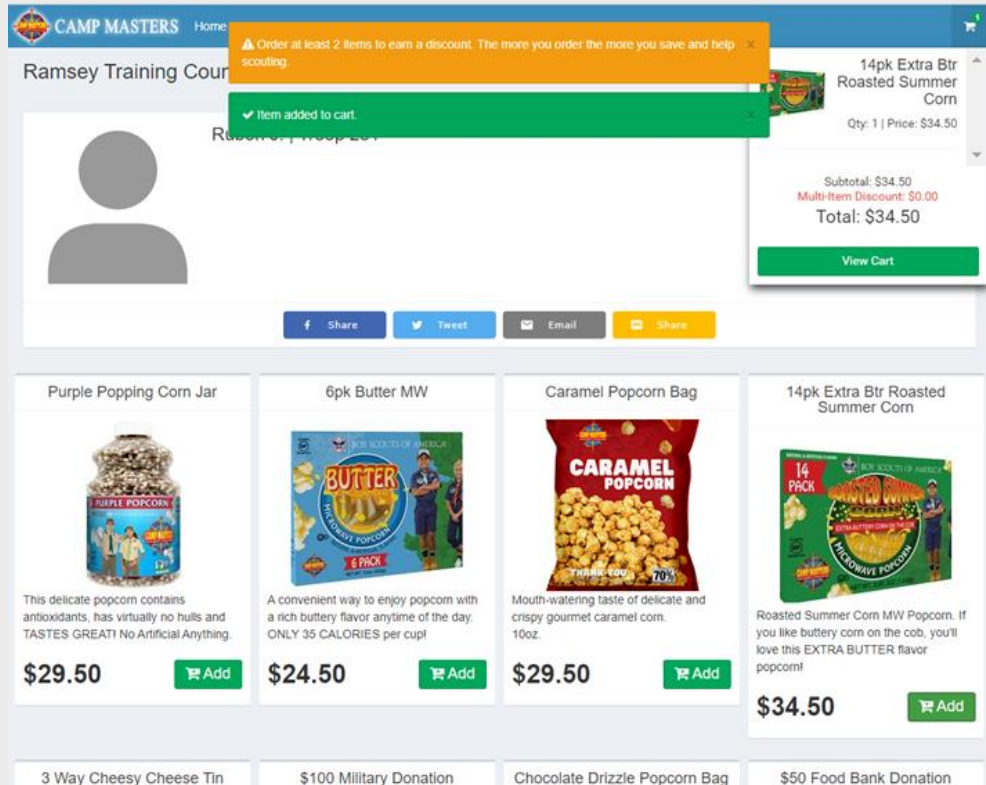
- Not every Scout wants to sell all three ways
- Not every Scout can sell all three ways
- Every Scout can participate in Online and Take Order sale





# Online Sales

We have an amazing opportunity to grow our sales in the safest manner available.



- EVERY Scout is capable of participating from the comfort of their own home
- Scouts must be registered in the system to gain access to the online store and get sales credit
  - Instructions on how to load/register scouts is located at [www.campmasters.org/how-to-order-popcorn](http://www.campmasters.org/how-to-order-popcorn)
  - Scouts/Families can also register themselves with instructional videos at [www.campmasters.org/video](http://www.campmasters.org/video)
- No additional shipping fees for consumers!
- Social Media links built into the Scout's account

Average sale in 2022 was more than \$54.00!

# Let's Plan for Success in 2022!

Sell Online at [www.popcornordering.com](http://www.popcornordering.com) with SHIPPING INCLUDED!

- Reach out for support from the comfort of home – Family & Friends Program
- Zero risk for Units and doesn't impact other activities
- No Touch / No Delivery / No Collections by Scout or Parent
  - CAMP MASTERS handles all ordering, shipping, credit card processing, etc.
- *New this year* - 70% Return To Scouting (Profit) of Suggested Retail
  - (not the retail at storefront)
- 100% CONSUMER SATISFACTION GUARANTEE





# Things to do for Popcorn Sale Success

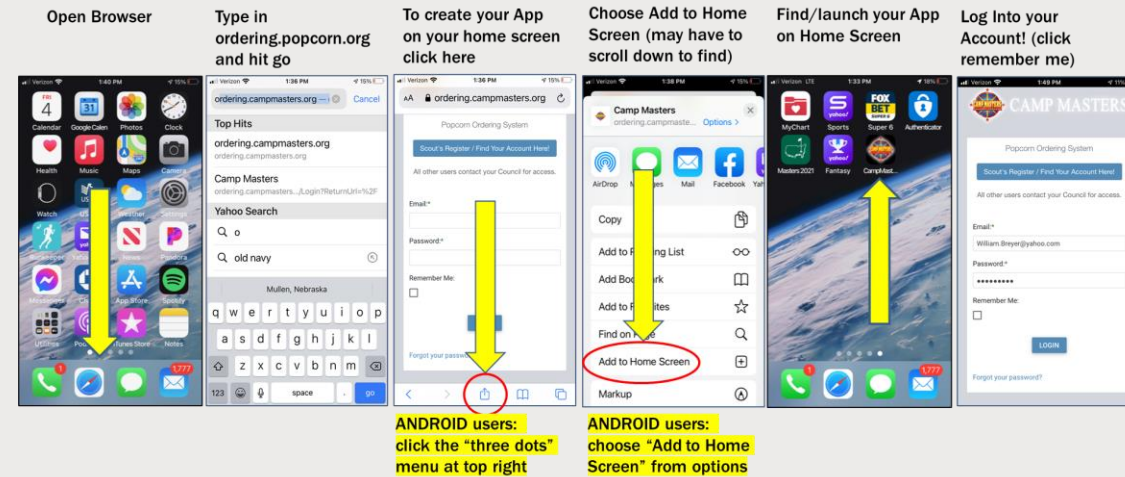
- **Become familiar with the Popcorn System**
  - **Where do I commit to the sale (do it now!)**
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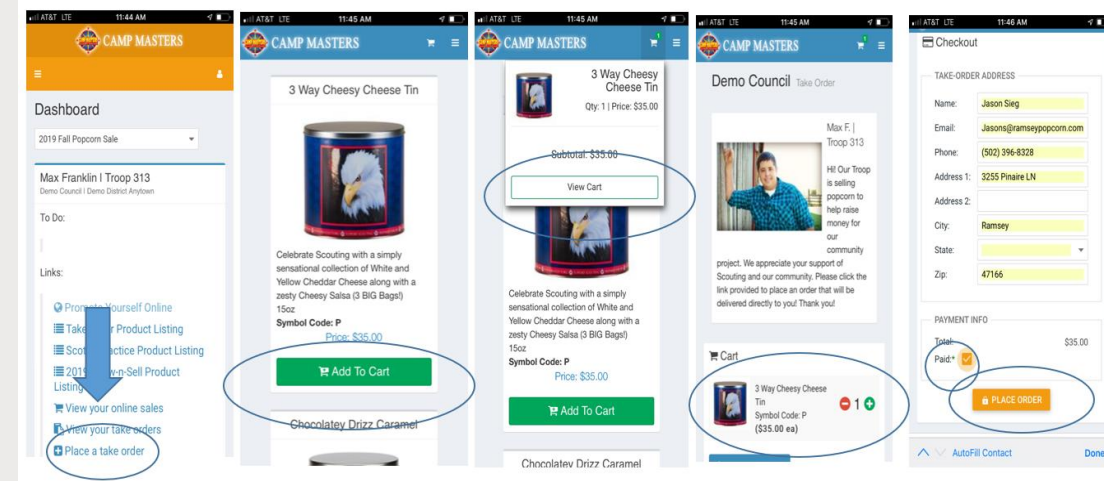
# Create Your CAMP MASTERS Scout App

Your Scouts can conduct or log Take Order sales electronically!

- Scouts must be registered in system
- Orders collected flow directly to Unit's account under Scout Sales
- Immediate visibility for Scout and Unit Sales
- Can reduce paperwork
- Able to mark whether paid and/or delivered!
- Able to log sales individually at point of sale, after the fact at home, or can even create one order to aggregate sales not already recorded in the system



Ready to Take Orders on the Go!



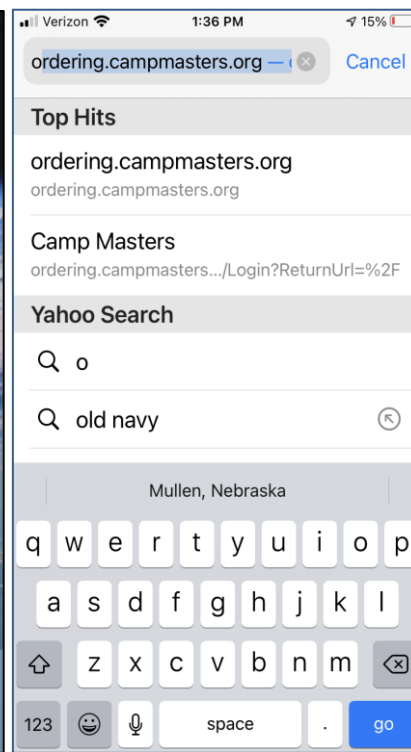
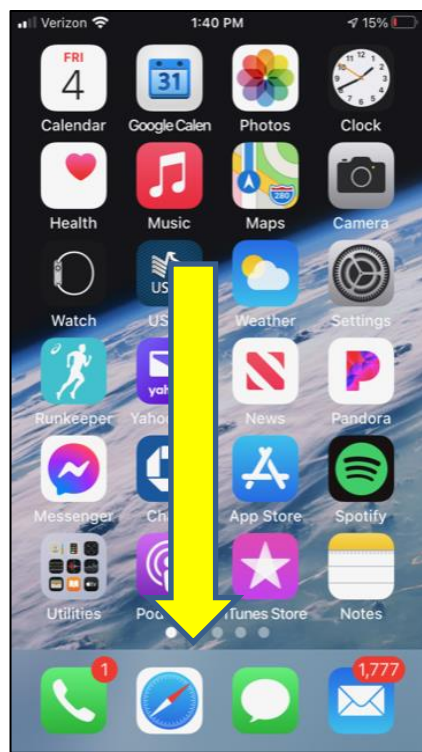


# Create Your CAMP MASTERS APP

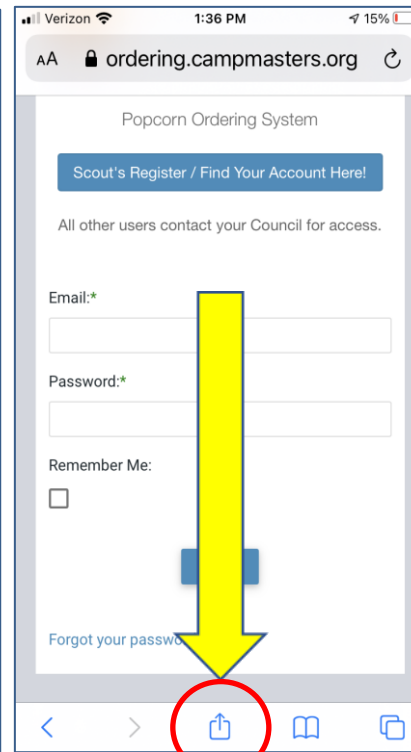


Open Browser

Type in  
[ordering.campmasters.org](http://ordering.campmasters.org)  
and hit go

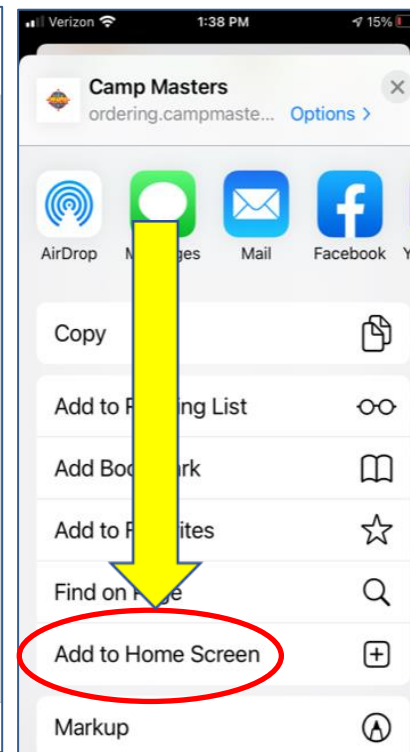


To create your App  
on your home screen  
click here



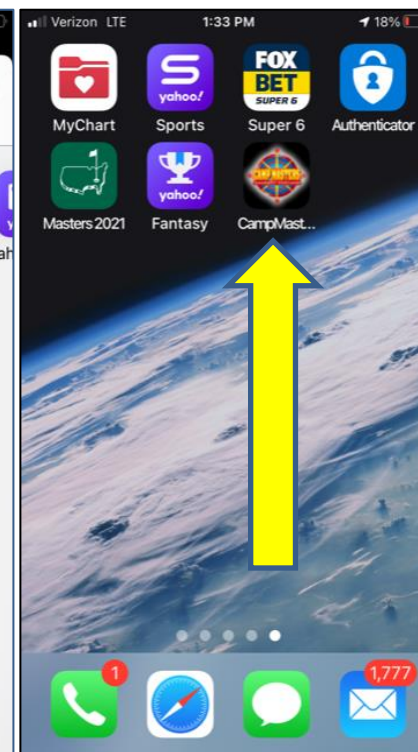
**ANDROID users:**  
click the "three dots"  
menu at top right

Choose Add to Home  
Screen (may have to  
scroll down to find)

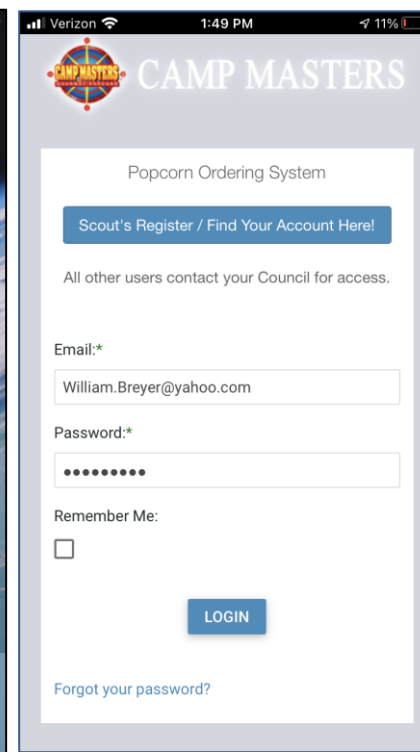


**ANDROID users:**  
choose "Add to Home  
Screen" from options

Find/launch your App  
on Home Screen



Log Into your  
Account! (click  
remember me)



# Ready to Take Orders on the Go!

**CAMP MASTERS**

**Dashboard**

2019 Fall Popcorn Sale

Max Franklin | Troop 313  
Demo Council | Demo District Anytown

To Do:

Links:

- Promote Yourself Online
- Take Order Product Listing
- Scout Practice Product Listing
- 2019 Popcorn-Sell Product Listing
- View your online sales
- View your take orders
- Place a take order**

**3 Way Cheesy Cheese Tin**

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa (3 BIG Bags!) 15oz

Symbol Code: P  
Price: \$35.00

**Add To Cart**

Chocolatey Drizz Caramel

**3 Way Cheesy Cheese Tin**

Qty: 1 | Price: \$35.00

Subtotal: \$35.00

**View Cart**

**Cart**

3 Way Cheesy Cheese Tin  
Symbol Code: P  
(\$35.00 ea)

**Checkout**

TAKE-ORDER ADDRESS

Name: Jason Sieg  
Email: Jasons@ramseypopcorn.com  
Phone: (502) 396-8328  
Address 1: 3255 Pinaire LN  
Address 2:  
City: Ramsey  
State:  
Zip: 47166

PAYMENT INFO

Total: \$35.00  
Paid: ☒

**PLACE ORDER**

AutoFill Contact Done



# Take Order

Door to Door Sales net higher sales values  
and we can control social distancing in a more  
comfortable manner







- Coach Families/Scouts to approach the houses on their block as a start
- Promote a set presentation and be in Class A uniforms so they are recognized
- Be effective by selling in a group, covering an entire neighborhood as a Unit
  - Great way to move unsold Show and Sell product/inventory
  - Use Door Hangers for a leave behind at homes where you miss the residents
- Coach them on your area's safety requirements

**AVERAGE \$200-\$400 per Scout Hour!**

Best Practice: Collect Money at point  
of sale

Lori Abraham | Troop 47  
Ohio River Valley Council | Two Trails

 <b>Make a Sale</b> (Product On Hand)	 <b>Take an Order</b> (Future Delivery)
 <b>Print QR Code</b>	 <b>Print QR Code</b>







Promote Your Online Sales:

Your Scout KeyCode: CBYN

 <b>Share</b>	 <b>Tweet</b>	 <b>Email</b>	
--	--	--	---

To Do:

Links:

-  [Promote Yourself Online](#)
-  [Show and Sell Product Listing](#)
-  [Take Order Product Listing](#)
-  [View your online sales](#)
-  [View your take orders](#)
-  [Place a take order](#)

# New Buttons



Scan this code to purchase and support Scouting!



Contact: Lori Abraham  
Council: Ohio River Valley Council  
District: Two Trails  
Unit: Troop 47

Show and Sell

You don't have any sales yet :(



# Show and Sell

This year we may continue to be faced with:

- If they say corporate policy, ask for a name and phone number or email address.
- Ask if you can set-up in a location that doesn't interfere with the policy.
- Bring a Scout with you to ask and explain how they fund their year and help the community.

**WE WILL BE SUCCESSFUL!**



Have a plan:

- Secure your sites in advance
- Be mindful of social distancing and safety requirements
- More locations will net more sales
- Look for any location with high traffic to increase opportunities, be open/creative

Setup and Run Properly:

- Display your products colorfully like a store end-cap would be
- Scouts out in front of product displayed in their Class A uniforms
- Don't put pricing on boxes or signs
- Keep area clean and inviting
- DO NOT use donation boxes/jars
- Limit number of scouts at a location

Draw Attention:

- For this year consider signage that promotes Scouts helping the community
- Accentuate this is a LOCAL fundraising event
- May need to have music or some other attention getter due to allowed setup location

# Take Credit Cards with

## EVERYTHING IS EASIER WITH STRIPE

*Take a payment right on your smart phone!*

Accepts all  
credit cards

Manage  
inventory with  
ease

NO FEES for  
your unit

Real-Time  
Sales Tracking

Full Product  
Catalog

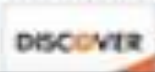
SAFE &  
SECURE



Secure Payments

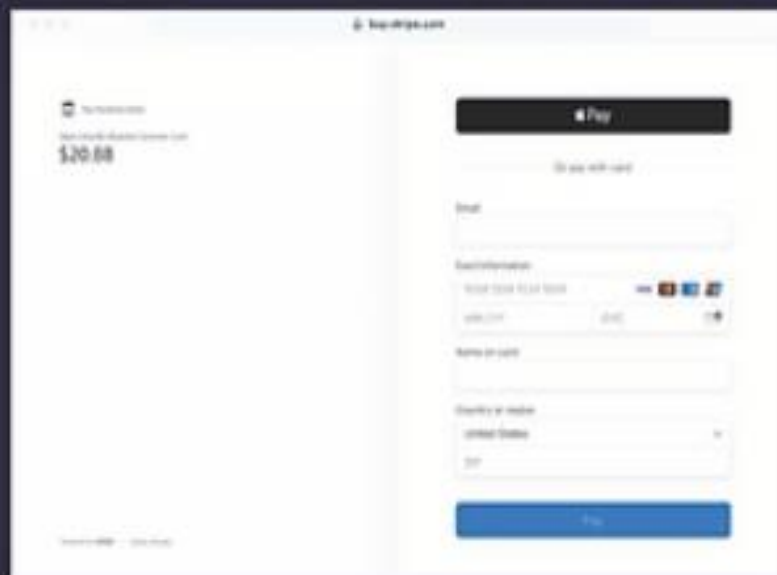
Safe and Secure SSL Encrypted

Powered by **stripe**





## 12 INTEGRATED CREDIT CARD SYSTEM



### CUSTOMER CAN CHOOSE HOW THEY PAY

**SCAN A QR CODE FROM THE SCOUT'S MOBILE DEVICE**

RECEIVE A TEXT LINK FROM THE SCOUT

**MANUALLY ENTER CARD INFORMATION  
SUPPORTS APPLE/GOOGLE PAY AND ALL CREDIT  
CARDS**

**TAP-TO-PAY, WITHOUT READER (FUTURE ~2024  
PENDING STRIPE®)**

[illegible]

- IMPROVED DASHBOARDS AND REPORTING
- REALTIME SALES UPDATES
- CASH VS. CARD BALANCE TRACKING
- IMPROVED CASH FLOW
- CARD PAYMENTS ARE AUTOMATICALLY APPLIED TO COUNCIL AND UNIT BALANCES
- ELECTRONIC COUNCIL PAYOUTS VIA VEEM®

# Remember Important Popcorn Sale Tips from Michael Beck

## At a Store Front to increase Sales:

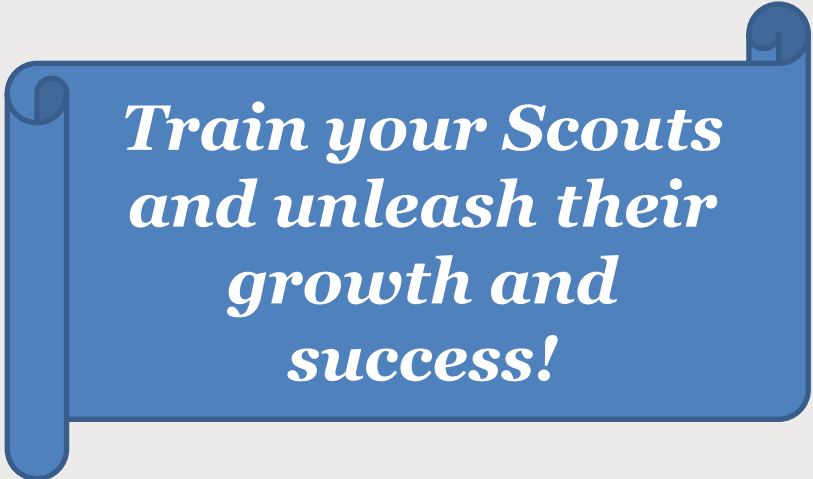
- Don't put out table or chairs- get Scouts in front of neatly stacked product to use public speaking skills

## In Neighborhoods:

- Take pre-order product with you to increase sales and Unit success

## At Kick-off:

- Promote Scouts to establish their own sales goal based on your Prize Program



*Train your Scouts  
and unleash their  
growth and  
success!*





Hi, my name is Sparkle and I'm a scout with Troop 619. We're selling popcorn to help raise money for our Troop. You can help us by trying some of our delicious popcorn. You'll help us, won't you?

# Tools and Support Available

Visit [www.campmasters.org](http://www.campmasters.org) to log in, order popcorn, order prizes, FAQs, training materials, training videos, etc.

Visit Council BSA Popcorn Network Facebook Group for communication to and between units throughout the sale.

Visit <http://orvc-bsa.org/popcorn/> or <https://www.facebook.com/OhioRiverValleyCouncilBSA/> for Council updates and information throughout the sale.



# www.CAMPMASTERS.org

**Our Videos**

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Setting Up Council Sales Products and Commissions | CAMP MASTERS POPCORN

SCOUTS: Add CAMP MASTERS App to Your Smartphone | CAMP MASTERS POPCORN

Adding Council Users | CAMP MASTERS POPCORN

Adding Warehouses | CAMP MASTERS POPCORN

Create a Stellar Scout Profile | CAMP MASTERS POPCORN

Importing Districts | CAMP MASTERS POPCORN

Importing Units | CAMP MASTERS POPCORN

Place Your Unit Show-N-Sell Order | CAMP MASTERS POPCORN

Preparing and Submitting Your Council Order | CAMP MASTERS POPCORN

Scout Registration with Parent or Guardian Email Address | CAMP MASTERS POPCORN

Scout Registration with Own Email Address | CAMP MASTERS POPCORN

Send Single Sign on Link to Unit Leaders | CAMP MASTERS POPCORN

Send Your Scouts a Single Sign-on Link | CAMP MASTERS POPCORN

Unit Leaders Smartphone APP Setup | CAMP MASTERS POPCORN

How to Place Scout Take Order | CAMP MASTERS POPCORN

Videos

Helpful  
How-to Videos  
&  
Materials

**Our Materials**

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Product Images

Tins/Cartons/Bags Images

Bundles Online Only Images

Social Graphic For Popcorn Sale 2021

Councils How to Sell Inventory to Units

How a Council can do a Unit Return

How to Enter Unit Take Order

2022 Email Communications

2022 SCOUTS ONLY Marketing Guide

Car Magnet

CM Door Hanger 2021

Creating a Great Scout Bio

Popcorn Bingo

Scout Business Card Print at Home Template

Scout Business Card VistaPrint Template

Scouts Register with CAMP MASTERS Instructions

Window Cling

2021 Online Products Flyer

How to Place Unit Show & Sell Order

Unit Commitment PowerPoint

How to Import Your Scout Roster

Scout Import Excel Example

Upload Templates

2022 CAMP MASTER Kernal Guide

Social Media Posts for Scouts & Parents

How to Import Your Scout Roster

Hot to Place a Council take Order

How to move A Scout to a New Unit

How to Enter Scout Take Orders

2022 CAMP MASTERS Marketing Guide

2022 High Achiever Form

Materials



# CAMPMASTERS Social Media



## CAMP MASTERS Units, Parents & Scouts

Private group · 120 members



## CAMP MASTERS Councils & Unit Leaders

Private group · 56 members



Joined

+ Invite

*Join for Ideas and Contests*

# Picking Up Popcorn

What Size car do I need to pick-up the popcorn?

- Midsize car- 20 case
- Luxury size car- 40 case
- Mini Van- 60 cases
- Large SUV- 70 cases
- U-Haul- over 70 cases

*\*Keep in mind some cases vary in size*

***Pick-up Popcorn in ONE trip***



## **2023 PopCorn ORDERS/SALES TimeLine:**

### **Online Sales:**

**Begins Saturday, July 31 to Friday, December 31, 2023**

### **Show and Sell Orders:**

**Tuesday, September 5, 2023—place order online (Opens September 1)**

**Wednesday, September 20, 2023—Show and Sell Pick Up at Carenbauer 's Warehouse**

**Show and Sell and Take Orders Begin---Saturday, September 23, 2023**

**Show and Sell and Take Orders Ends---Sunday, October 29, 2023**

### **Take Orders:**

**Tuesday, October 31, 2023—place order online**

**Monday, October 30, 2023—All Show and Sell is returned-except popping corn**

### **Prize Orders:**

**Monday, October 30, 2023—All Prize Orders are due-No orders will be accepted after December 1, 2023**

**Wednesday, November 15, 2023—All Popcorn Money is DUE**

**Wednesday, November 15, 2023—Popcorn is Picked Up at Carenbauer 's Warehouse**



# **Just Remember Teamwork Carries you Further**

- The Council has laid out a turn-key solution to make it as simple as possible for YOU!
  - Great Product Lineup
  - Comprehensive tools to support your creativity
  - Automation to increase efficiency and sales visibility
- Encourage ALL of your Scouts to participate, and to set their own goals
- Attitude affects Aptitude, Sell what we all believe in – SCOUTING!
- Neighboring communities may not have Scouts, but they'd love to see and support you!
- Scouts in Class A Uniforms, represent Scouting well!
- Scouts using the suggested Sales Presentation don't have to think about what to say
- Most of all, celebrate your participating Scouts as they earn their way!

# Questions?