

## **Popcorn 2011**

### **What's Next?**

- **Recruit a Unit Popcorn Chairman**
- **Choose a Pack/Troop recognition plan – the better the Pack or Troop prizes, the better sale you will have**
- **Make sure EVERY Scout is able to earn a prize**
- **Communicate your unit/per boy goal and Sales Plan to everyone in your Scout families. Keep It Secret Make It Fail**
- ***EDUCATE YOUR PARENTS – HOW CAN ONE FUNDRAISER PAY FOR SCOUTING FOR THE ENTIRE YEAR***
- **Learn More at the August 11<sup>th</sup> and September 8<sup>th</sup> Roundtable**
- **Secure the location for your kick-off**
- **Plan a MIND BLOWING Kick-Off Program - Get EVERYONE excited!**
- **With your Unit Popcorn Chairman, attend the September 14th kick-off – pick up your Sales Materials and qualify for 1% additional commission**
- **Pack or Troop MIND BLOWING KICK-OFF**
  - ➔ **Pop popcorn – make the room smell good**
  - ➔ **Give out samples**
  - ➔ **Display prizes that the Pack or Troop will award**
  - ➔ **Point out the many benefits of selling popcorn**
  - ➔ **Roll play on how to sell popcorn**
  - ➔ **Recognize last year's top sellers**