



# You Can Fund Your Scouting Unit's IDEAL YEAR

## With Commission from Your Unit Popcorn Sale - It's Easy

***Promote the Fill It Up Program to Every Scout!***

- ✓ Participate in all of the activities that you want
- ✓ Pay for advancements, uniforms, registration, summer camps and special trips without any money coming out of your pocket...
- ✓ Focus on program and not fundraising

### **You Can!!**

- ✓ Start now by planning your annual Scouting Program
- ✓ Review your budget to fund that plan
- ✓ **Imagine** having to do only two fund-raisers a year and
- ✓ Be able to fund your **ENTIRE YEAR** of Scouting.

**Scout units** in the Northeast Georgia Council earned over **\$582,127**, in commission from popcorn sales last year.

### **In 2008, in our council:**

- ❖ **\$5419** is the average dollar amount of popcorn sold per unit
- ❖ **\$295** (or 17 containers of popcorn product is the average each selling scout sold
- ❖ **274 Scout** units Sold more than \$1000 in popcorn product
- ❖ **148 Scout** units Sold between \$1000 and \$4999 in popcorn product
- ❖ **77 Scout** units Sold between \$5000 and \$9999 in popcorn product
- ❖ **45 Scout** Units Sold between \$10,000 and \$19,999 in popcorn product
- ❖ **4 Scout** Units sold more \$20,000 in popcorn product

With planning, building a budget, and setting per youth sales goals, your Pack, Troop, Crew, or Post will be on its way to building the unit's treasury for 2009.

### **Start Now:**

- Build a Budget to fund your annual plan
- Set a unit goal
- Set a per scout goal
- Promote the Fill It Up Program
- Set up a rewards program in your unit
- Sell lots of popcorn

**If every Scout Fills Up one Take Order form - their average sale will be a minimum of \$300**

### **EXAMPLE:**

| # Selling Scouts 2008 | \$\$ Sold per Scout 2008 | Potential Sales | Potential Commission @ 35% | \$\$ Sold per Scout | Potential Sales | Potential Commission @ 35% |
|-----------------------|--------------------------|-----------------|----------------------------|---------------------|-----------------|----------------------------|
| 25                    | \$295                    | \$7,375         | <b>\$2,581</b>             | \$350               | \$8,750         | <b>\$3,063</b>             |
| 50                    | \$295                    | \$14,750        | <b>\$5,162</b>             | \$350               | \$17,500        | <b>\$6,125</b>             |
| 75                    | \$295                    | \$22,125        | <b>\$7,743</b>             | \$350               | \$26,250        | <b>\$9,188</b>             |
| 100                   | \$295                    | \$29,500        | <b>\$10,325</b>            | \$350               | \$35,000        | <b>\$12,250</b>            |

Last year **322** scout units in the Northeast Georgia Council took advantage of the Trail's End Popcorn Campaign. Those units earned about **\$582,127** in commission.

### ***Why Should You Participate?***

#### **Unit Wins:**

- Unlimited earnings - earn thousands of dollars - others have
- Use the income to improve program and equipment
- No up-front money
- No risk
- Pay only after deliveries are made
- It's EASY! Units get all forms and sales materials at September kickoff
- Trail's End Gourmet Popcorn is EXCLUSIVE to Scouts
- A fast turnaround money earning project - no waiting for commission

#### **Scout Wins:**

- Provides experience in selling skills
- Can be used to fulfill requirements for parts of merit badges, Cub Scout achievements, arrow points, and Webelos activity pins
- Teaches responsibility
- Helps a Scout earn his own way
- Builds self-confidence
- Rewards hard work
- Prizes and awards from Northeast Georgia Council and Trail's End, and your unit

#### **The Trail's End Sale:**

- Provides a complete Scout oriented fund raising program
- Increases community awareness of Scouting through publicity and your involvement
- Provides high unit revenue ... to pay for equipment, advancements & activities

#### **Why a Trail's End Gourmet Popcorn Sale?**

- \* Popcorn is the fastest growing unsweetened snack food in the nation
- \* Nutritious, low in calories, high in protein and fiber, no cholesterol
- \* Caramel corn tins are collectibles and great Holiday gifts
- \* Delivered directly to the customer's door for convenience
- \* A Scouting exclusive
- \* Helps maintain high quality of Scouting programs
- \* Product variety - 10 different products - something for everyone

### ***THIS IS A WINNER!!***

Since 1992, more than **\$5,740,000** has been **earned by units** in the Northeast Georgia Council for their treasuries, using the Trail's End Popcorn program.

Our Council continues to experience growing financial needs associated with maintaining high quality Scouting programs. We have a great sales program with Trail's End that is easy and as effortless as anything you've seen, but we need your help to make it a success! Participate this year and it will strengthen Scouting everywhere! Trail's End - a proven winner.