

Funding Our Scouting Adventure!

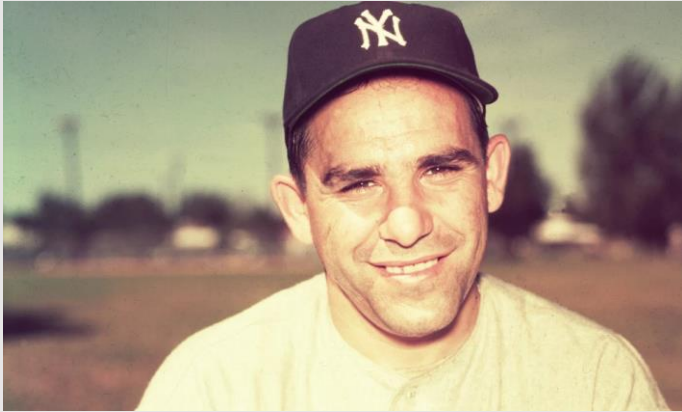
2022 Popcorn Sale Kickoff

SETTING THE PLAN FOR YOUR SUCCESS



Pine Tree Council





“You’ve got to be very careful if you don’t know where you are going, because you might not get there.” – Yogi Berra

COVID threw us curveballs that just about no one was prepared to hit out of the park

- Everyone was significantly affected on many different levels
- Our experiences were caused by both governmental restrictions as well as our own desires to protect ourselves, our members, and our communities

DON'T LIVE IN THE PAST – 2022 is setting up to provide GREAT OPPORTUNITY

- Our communities **WILL** support us as proven by 2021 results for those that participated
- There is pent-up demand to get back to the full range of scouting activities
- We **ARE** the best youth-serving organization in the Country, and people recognize us
- Our limitations are only equal to what we put on ourselves

2021 Sales Facts

- **\$139,856 in sales - \$97,899 Return to Scouting!**
- **90 Units participated**

Our Average per Selling Unit = \$1,554

National Average per Selling Unit = \$5,967

What's In Store for 2022!

- **Staying with CampMasters!**
- **All Online Orders include FREE shipping with new bundles!**
- **Updated Tin, Bag and Box packaging designs**
- **More marketing tools and How-to Videos to improve System use-ability at www.campmasters.org**
- **Expanded product offerings available to Councils to include more non-popcorn type products**



The 2022 Product Lineup!

ON AVERAGE **73%** GOES TO SCOUTING

ZZ Support the Military and Scouting Too!

\$30 Military Donation



WW

\$50 Military Donation

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

Choose Item WW and CAMP MASTERS will send \$50 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 Smores Popcorn — 23oz, 2.40 gal ☉



\$60

P 3-Way Cheesy Cheese Tin **Great Value**



Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa popcorn (3 BIG Bags!) — 15 oz, 3.15 gal ☉



\$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! ☉



\$30

VV Chocolate Drizzle Caramel Tin



Buttery gourmet caramel popcorn with chocolate drizzle in a Decorative Tin — 14 oz, 1.10 gal ☉



\$30

E Supreme Caramel w/ Alm, Pec, Cashews Tin



Buttery sweet gourmet caramel corn w/nuts — 18 oz, 1.10 gal ☉



\$25

X Classic Trail Mix



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



\$25

ZG Salted JUMBO Cashews



Salted JUMBO Cashews - Everyone's favorite, fresh and crunchy! — 12 oz ☉



\$25

G 14 Pack EXTRA BUTTER Roasted Summer Corn



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



\$20

KT Cinnamon Crunch Popcorn Bag



Lightly sweet popcorn with warm, savory cinnamon — 13 oz ☉



\$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! ☉



\$20

ZD White Cheddar Cheese Bag



Cheesy goodness of white cheddar cheese on light, crunchy, crispy popcorn — 5 oz ☉



\$20

ZV Chocolate Pretzels Tin



Melt in your mouth Chocolate Covered Pretzels in a decorative Tin — 10 oz ☉



\$20

V Purple Popping Corn Jar 



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



\$15

DD *Caramel Popcorn Bag **25% More**



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



\$15

U 6 Pack Butter Microwave Popcorn



A convenient way to enjoy popcorn with a rich buttery flavor anytime of the day. ONLY 35 CALORIES per cup! ☉



\$10



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 14

- 48 - LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck
- 49 - Carrera Evolution Supercars
- 50 - Leatherman® Surge



\$4,000
LEVEL 13

- 45 - Adventure Camp Package
- 46 - Dart Zone Pro MK 3
- 47 - LEGO Millennium Falcon



\$3,000
LEVEL 12

- 42 - Swiss Army CyberTool M
- 43 - HEXBUG Arena MAX w/ 2 Bots
- 44 - Coleman Sundome 4 Person Tent



\$2,150
LEVEL 11

- 39 - LEGO Ariel's Underwater Palace
- 40 - Skullcandy Indy Evo True Wireless Bluetooth Earbuds
- 41 - Foldable Drone



\$1,650
LEVEL 10

- 36 - North Face Groundwork Backpack
- 37 - HEXMODS Pro Series Elite
- 38 - LEGO Hogwarts Magical Trunk



\$1,250
LEVEL 9

- 33 - LEGO Speed Champions Aston Martin
- 34 - HEXBUG VEX RC Black Widow
- 35 - Rechargeable 3-in-1 Lantern w/ Wireless Speaker



\$850
LEVEL 8

- 28 - HEXBUG VEX Ambush Striker
- 29 - 126-piece Tool Set
- 30 - Zing Bow w/ 4 Arrows Assorted Colors
- 31 - 2-Person Waterproof Tent
- 32 - Grab Bag G



\$625
LEVEL 7

- 23 - 5pc Stainless Steel Mess Kit
- 24 - Zing Firetek Rocket
- 25 - Multi-Tool w/ Shovel & Ax
- 26 - Telescoping Fishing Pole w/ Reel
- 27 - Grab Bag F



\$425
LEVEL 6

- 18 - PlusPlus Saturn V Rocket
- 19 - 4" Wood Handle Knife w/ Case & BSA® Branding
- 20 - USB Recargeable Headlamp w/ Motion Activation
- 21 - HEXBUG Nature Babies - Snow Leopard
- 22 - Grab Bag E



\$325
LEVEL 5

- 13 - Zing Air ZooperBall
- 14 - Micro Dome Terrarium Fred the Flytrap
- 15 - Rosewood Multi Tool w/ Case
- 16 - Indoor Sticky Baseball w/ BSA® Branding
- 17 - Grab Bag D



\$250
LEVEL 4

- 9 - Black Dry Bag - 5 liter
- 10 - Waboba Fly Pies 6" Silicone Flying Disc
- 11 - Knife/Fork/Spoon Combo w/ Bottle Opener
- 12 - Stuffed Animal w/ BSA® Branding



\$190
LEVEL 3

- 5 - Survival Band w/ Fire Starter, Compass, & Whistle
- 6 - Cinch Backpack w/ BSA® Branding Assorted Colors
- 7 - Single Lock Blade Knife
- 8 - Color Changing Watch/Pedometer



\$90
LEVEL 2

- 1 - Fire Starter
- 2 - Pop It Rocket
- 3 - Compass Thermometer Whistle
- 4 - Pop Up Phone Stand Holder (Phone not included)



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



\$1,000 Bonus Club

Scouts who sell \$1,000 in product will receive their choice of

- 0.5 - LEGO Elsa and the Nokk's Ice Stable
- 0.6 - Sluban Model Bricks Cobra GT40 Car
- 0.7 - Hanging Hammock w/ Hardware



Full Name: _____ Pack/Troop#: _____ Total Sales: _____

Level:	Description	Quantity

Descriptions of Prizes Available at www.kellerprizeprogram.com

2022 Council Prize Program

2022 CAMP MASTERS

High Achiever Prizes & Incentives



Outdoor Camping Package

Multiple components including a 2-Person Waterproof Tent, Sleeping Bag rated at 20 degrees, silicone banded headlamp with multiple changes in lighting, durable 5-piece stainless steel camp cooking set, emergency survival kit

OR



Visa Debit Card for 5% of total sales. Example: \$3,000 = \$150 debit card. Debit card will be rounded to nearest \$10.



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**

















Current Online Offerings

BUY MORE, SAVE MORE!
MINIMUM PURCHASE \$30.00 FOR FREE SHIPPING

FREE SHIPPING INCLUDED

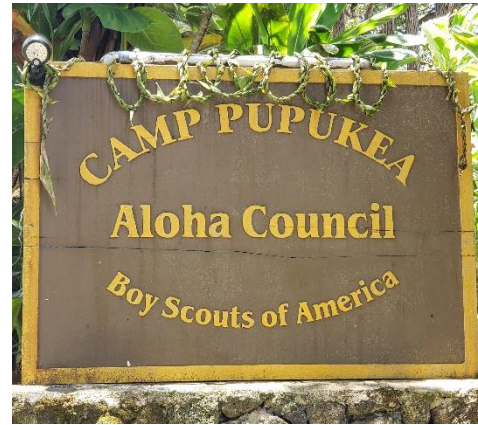
73% OFF

Fine Tree Council Online Order

<p>14pk Extra Dry Roasted Summer Cans</p>  <p>Roasted Summer Can MW Popcorn. If you like buttery corn on the cob, you'll love this EXTRA BUTTERY flavor popcorn.</p> <p>\$34.50 Add</p>	<p>White Cheddar Cheese Popcorn Bag</p>  <p>White Cheddar Cheese Popcorn 8 ct.</p> <p>\$34.50 Add</p> <p>Available starting 7/1/22</p>	<p>Supreme Caramel w/ Aln, 1'nc. Cashews Bag</p>  <p>Supreme Caramel Crunch with Almonds, Peanuts and Cashews 18 ct.</p> <p>\$39.50 Add</p>	<p>New \$25 Food Bank Donation</p>  <p>Support Food Banks & Scouting too by selecting this size Food Bank Donation</p> <p>\$26.85 Add</p>
<p>\$25 Military Donation</p>  <p>Support the Military and Scouting too! Choose Item I and CAMP MAGNETS will ship size worth of popcorn to our Military personnel.</p> <p>\$26.85 Add</p>	<p>\$100 Military Donation</p>  <p>Support the Military and Scouting too! Choose Item UI and CAMP MAGNETS will ship size worth of popcorn to our Military personnel.</p> <p>\$105.00 Add</p>	<p>\$30 Military Donation</p>  <p>Support the Military and Scouting too! Choose Item III and CAMP MAGNETS will ship size worth of popcorn to our Military personnel.</p> <p>\$31.85 Add</p>	<p>\$50 Food Bank Donation</p>  <p>Support Food Banks and Scouting too! Purchase size Food Bank Donation and size worth of popcorn will be shipped to Food Banks.</p> <p>\$51.85 Add</p>
<p>Chocolate Drizzle Caramel Bag</p>  <p>Supreme Caramel popcorn with chocolate drizzle 14 ct.</p> <p>\$39.50 Add</p> <p>Available starting 10/1/22</p>	<p>22 1/4 Movie Theater Extra Butter MW</p>  <p>Popcorn perfectly seasoned with EXTRA Butter flavor just like the movie theaters. America's #1 selling flavor!</p> <p>\$44.50 Add</p>	<p>8pk Butter MW</p>  <p>A convenient way to enjoy popcorn with a rich buttery flavor anytime of the day. ONLY as CALORIES per cup!</p> <p>\$24.50 Add</p> <p>Available starting 7/1/22</p>	<p>12oz Honey Roasted Peanuts</p>  <p>Fresh crisp peanuts enrobed with crunchy honey glaze</p> <p>\$34.50 Add</p> <p>Available starting 7/1/22</p>
<p>12oz Salted Jumbo Cashews</p>  <p>10oz Salted Jumbo Cashews</p> <p>\$39.50 Add</p> <p>Available starting 7/1/22</p>	<p>Cinnamon Crunch Bag</p>  <p>Lightly sweet Popcorn with warm, spicy cinnamon.</p> <p>\$34.50 Add</p> <p>Available starting 7/1/22</p>	<p>Classic Trail Mix</p>  <p>Naturally delicious, wholesome goodness includes peanuts, cranberries, raisins, chocolate candies and cashews. 10oz</p> <p>\$39.50 Add</p> <p>Available starting 7/1/22</p>	<p>12 pk Sweet & Salty Kettle Corn MW</p>  <p>A sweet and salty old fashioned kettle corn taste, like the popcorn at old time county fairs.</p> <p>\$24.50 Add</p> <p>Available starting 7/1/22</p>

2022 Commissions and Incentives

- Combined Unit Sales of up to \$7,500 = 33% commission
- Combined Unit Sales of \$7,501 to \$12,499 = 36% commission
- Combined Unit Sales of \$12,500 to \$19,999 = 37% commission
- Combined Unit Sales of \$20,000 or more = 38% commission
- **EARN AN ADDITIONAL 2% COMMISSION ON ALL YOUR SALES IF A REPRESENTATIVE FROM YOUR UNIT ATTENDS THE COUNCIL KICK-OFF**
- **EARN AN ADDITIONAL 2% COMMISSION ON ALL YOUR SALES BY ATTENDING THE MEMBERSHIP TRAINING AT AN AUGUST 2022 ROUNDTABLE AND HOLD A RECRUITING EVENT FOR YOUR UNIT BEFORE 09/30/2022.**



Scout Recognition

- 50 States Club – The first 10 Scouts who make an ONLINE popcorn sale in ALL 50 states will win a \$250 Amazon gift card*. Plus, ALL Scouts who make an online popcorn sale in all 50 state will receive a \$25 gift certificate to the Pine Tree Scout Shop.
- Amazingly fun prizes through Keller Prizes!

Council Top Seller: \$500 Amazon Gift Card* & Recognition in Pine Spills

District Top Seller (except Council Top Seller): \$200 Amazon Gift Card* & Recognition in Pine Spills

High Achiever Prizes & Incentives – Sponsored by Camp Masters

* Visa gift cards may be substituted

Let's Plan for Success in 2022!

Fund your programs with this campaign! Let's develop a solid plan to succeed!

More than ever we need to sell in all three ways:

- **Sell Online at 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 >\$40 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)



Have a Safe Sale !!

- **Safety is paramount to all participants**
 - **Scouts should follow Local, State, and Council guidelines**
 - **At Show and Sell locations it is recommended to have ONE adult handling all money transactions**
 - **Be creative not only with approach but with locations!**
- **Take extra time to train all participating**
 - **Keeping eye contact is paramount, and it accentuates your professionalism**
 - **Have ALL your Scouts using the same presentation, IT WILL PAY OFF!**
- **For this year it is again recommended to have signage but only if such is communicating your attempts to help the community too.**
 - **Example; “Help us to do good deeds in our community, will you help support us so we can learn and serve in our community?”**

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

2

ANNUAL COSTS:
Enter other annual Unit expenses:

Registration & Insurance	\$0
Advancements	\$0
Uniforms	\$0
Scholarships	\$0
Other Expenses	\$0
Annual Total:	\$0

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

Unit Sales Goal	\$0.00
Scout Sales Goal	\$0.00

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

Unit Budgeting Tool

Step #2

- 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 #3

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 #4

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.



CAMP MASTERS Home

Lincoln Heritage Council 2018 Online Order

Aaron S. | Pack 676
Hello, my name is Aaron.

3 Way Cheesy Cheese Tin
Qty: 1 | Price: \$33.00
Subtotal: \$33.00
View Cart

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!) - 16.5 oz
5.5 oz. White Cheddar Cheese Popcorn
5.5 oz. Yellow Cheddar Cheese Popcorn
5.5 oz. Cheesy Salsa Popcorn
Price: \$33.00
\$22.00 Goes to Local Scouting!
Add To Cart

14 Pack Extra Butter Roasted Summer Corn
If you like BUTTERY corn on the cob, you'll LOVE this popcorn!
Price: \$39.00
\$26.00 Goes to Local Scouting!
Add To Cart

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!
Price: \$36.00
\$24.00 Goes to Local Scouting!
Add To Cart

- 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
 - Scouts/Families can also register themselves with instructional videos at www.campmasters.org/video
- No additional shipping fees for consumers!
- Social Media links built into the Scout's account

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

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

Open Browser

Type in ordering.popcorn.org and hit go

To create your App on your home screen click here

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

Find/launch your App on Home Screen

Log Into your Account! (click remember me)

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

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



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

Chocolatey Drizz Caramel

Subtotal: \$35.00

View Cart

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

Chocolatey Drizz Caramel

Cart

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

1

Checkout

TAKE-ORDER ADDRESS

Name: Jason Sieg
Email: jasons@ramseypopcorn.com
Phone: (502) 396-8328
Address 1: 9255 Pinaire LN
Address 2:
City: Ramsey
State:
Zip: 47166

PAYMENT INFO

Total: \$35.00
Paid: \$0.00

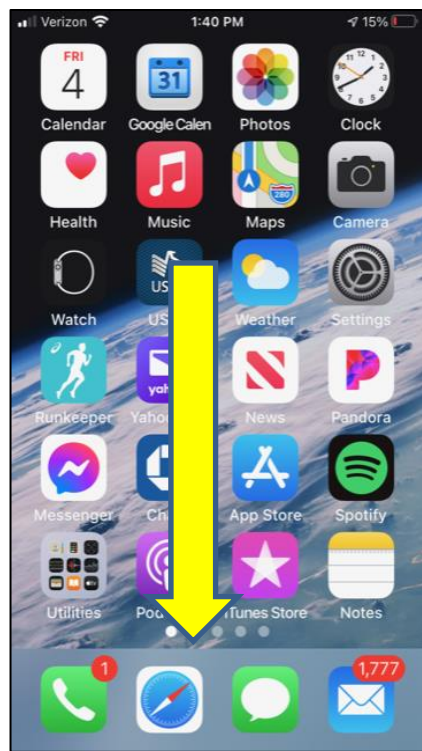
PLACE ORDER

AutoFill Contact Done

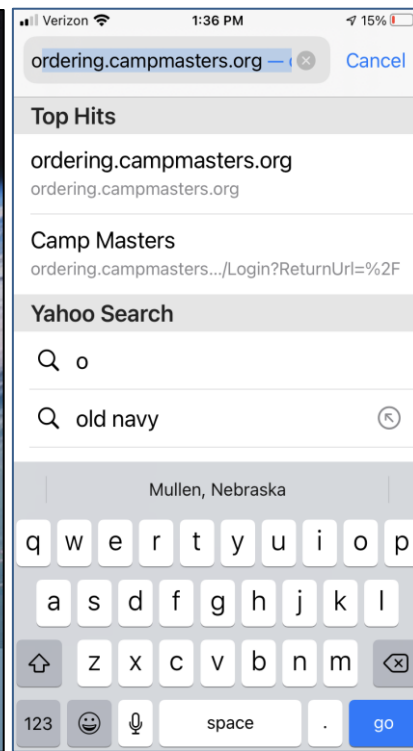
Create Your CAMP MASTERS APP



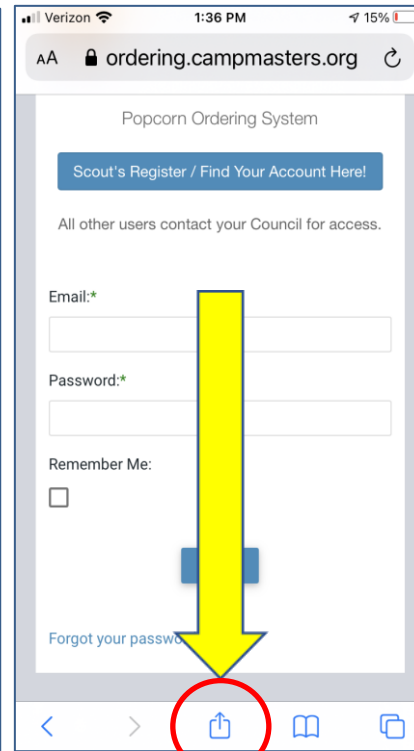
Open Browser



Type in
ordering.popcorn.org
and hit go

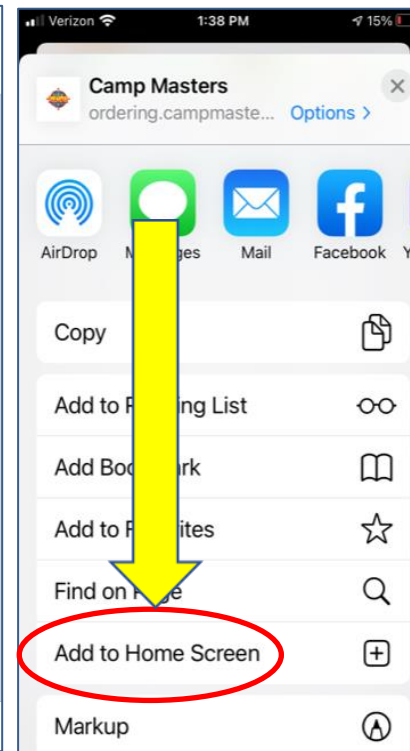


To create your App
on your home screen
click here



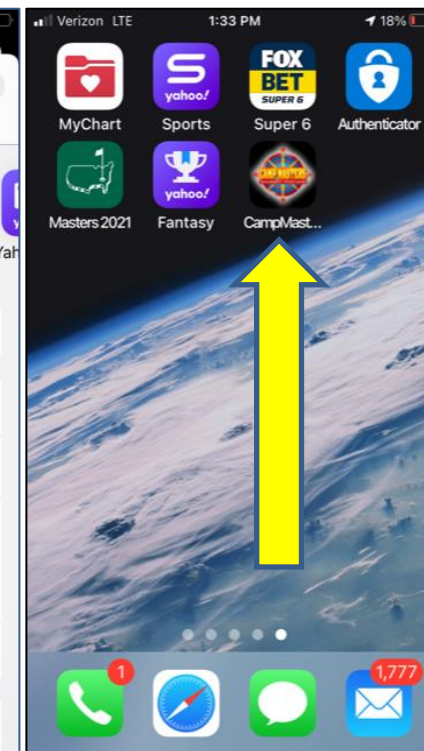
ANDROID users:
click the "three dots"
menu at top right

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

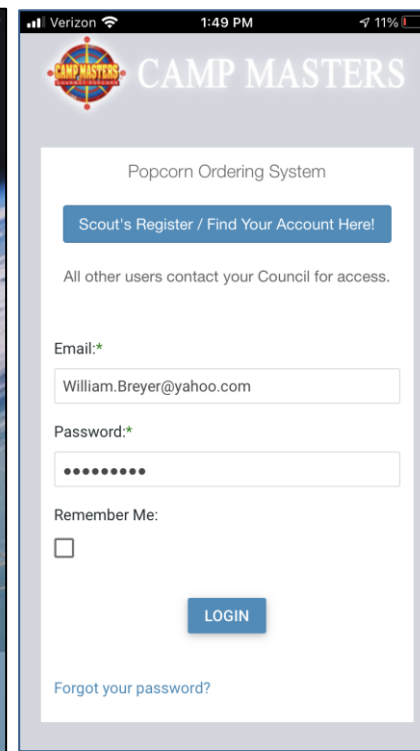


ANDROID users:
choose "Add to Home
Screen" from options

Find/launch your App
on Home Screen



Log Into your
Account! (click
remember me)



Ready to Take Orders on the Go!

The image displays a sequence of five mobile app screenshots illustrating the order-taking process:

- Dashboard:** Shows the 'CAMP MASTERS' app interface with a '2019 Fall Popcorn Sale' dropdown and a 'To Do' list. A blue arrow points to the 'Place a take order' link in the 'Links' section.
- Product Page:** Displays the '3 Way Cheesy Cheese Tin' with an 'Add To Cart' button circled in blue.
- Cart Summary:** Shows the 'Subtotal: \$35.00' and a 'View Cart' button circled in blue.
- Order Confirmation:** Shows the 'Demo Council Take Order' screen with a photo of Max F. | Troop 313 and a 'View Cart' button circled in blue.
- Checkout:** Shows the 'Checkout' screen with 'TAKE-ORDER ADDRESS' and 'PAYMENT INFO' sections. The 'Paid:*' checkbox is checked, and the 'PLACE ORDER' button is circled in blue.

Show and Sell

This year we may continue to be faced with:

- fewer storefront opportunities and participants
- less foot traffic than we have seen in previous years

BUT WE CAN STILL 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 PayAnywhere

Access to a full Merchant Account Portal



- 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 sent to YOUR Unit Bank Account
- 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

How Do You Sign Up for an Account with PayAnywhere?



CAMP MASTERS Home Councils Leaders Scout Families Scouts Consumers Materials Videos  Prepared. For Life.™

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.

No Live account yet, beginning the application process by clicking on the link below or calling the toll free #

<https://www.campmasters.org/pay-anywhere>
or call
1-866-485-8999 ext. 1100 or agentsupport1@paymentshub.com
for PayAnywhere / CAMP MASTERS
specific customer support.

Live Account/Have a Merchant ID number go to site below or call toll free #
<https://www.payanywhere.com/help>
or call 877-387-5640 Option 2, then Care/transaction questions Option 1, Portal Login Option 2, Tech/app/equipment questions Option 3 or
chat: <https://chat.paymentshub.com>

Instantly increase your fundraising sales by offering customers the payment option of debit/credit card. Use these helpful downloads to learn more.

- [Signing Up for Pay Anywhere \(003\)](#)
- [2020 Pay Anywhere Program Guide \(003\)](#)

1. Signup via CAMP MASTERS homepage link at www.campmasters.org/pay-anywhere
2. Download signing up sheet and program guide
 - a. **Make sure business name matches the TIN number**
 - b. **Business Type is Non-Profit Charity**
 - c. **Merchant Classification Code is 8398**
3. PayAnywhere may require canceled check from your unit account to verify identity
4. PayAnywhere will send one 2in1 chip/swipe reader once Account activated
5. **To secure an additional reader send email to jasons@ramseypopcorn.com with your account name/info, what you are trying to do**
6. Additional readers can also be purchased through PayAnywhere if you have larger needs

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!*

Use This – IT WORKS!

- Hi sir/ma'am, my name is _____
- I'm a scout with Pack/Troop _____
- We're selling popcorn to help raise money for our Pack/Troop.
- You can help us by trying some of our delicious popcorn.
- You'll help us, won't you? *(don't forget to nod)*

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Goal of a Unit Kick-Off

In 2022 it is vital to get everyone on board to fund your entire Scouting program

Parents understanding how the Popcorn Sale benefits their child and his/her Scouting Program

+

Leaders understanding how the Popcorn Sale provides a better Scouting experience for all

= More Scouts Selling and a Better Program for your Unit

THIS IS THE YEAR TO BUILD AND COMMUNICATE A GREAT PLAN!

Picking Up Popcorn

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

- **Midsized 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



2022 Popcorn Calendar

June 13th or 14th

Council Kick-Off

August 1st

Popcorn Sale Starts!

August 8th

Show-n-sell orders are due

August 27th

Show-n-sell popcorn distribution day – Camp Hinds Dining Hall, 8am – 11am

October 10th

Popcorn Sale Ends!

October 11th

Take Order and Prize orders are due – All product payments are due

November 12th

Take-Order Distribution day – Camp Hinds Dining Hall, 8am – 11am

Questions?

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