



1



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Prepared. For Life.

What We're Selling!



ON AVERAGE 73% GOES TO SCOUTING

ZZ Support the Military and Scouting Too! \$10 Military Donation  \$50 Military Donation 	DO Tasty Trio Tin  \$60 P 3-Way Cheesy Cheese Tin  \$40 MM 22 Pack Movie Theater Extra Butter Microwave Popcorn  \$30 ZJ Buffalo Bills Tin  \$30
E Supreme Caramel Tin  \$25 X Classic Trail Mix  \$25 ZE Chocolate Bizzale Caramel Bag  \$25 ZE Salted JUMBO Cashews  \$25 G 14 Pack EXTRA BUTTER Roasted Summer Corn  \$20 YY 22 Pack Sweet & Salty Kettle Corn Microwave Popcorn  \$20	ZD White Cheddar Cheese Bag  \$20 ZW Chocolate Covered Pretzels Bag  \$20 V Purple Popping Cere Jar  \$15 DD Caramel Popcorn Bag  \$15

Plus for Show & Sell Only - \$10 6-pack Butter microwave

Thank you for supporting Scouting

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

ALL PRODUCTS TRANS FAT FREE and NON-GMO POPCORN
 ♡ Contains Antioxidants & Virtually Hulleless! ♡ Feather Light / Low Calorie

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Limited Edition Buffalo Bills Tin!





Exclusive Collectible Tin!

Limited Edition & Quantities!

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2023 Prize Program





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CHOOSE A PRIZE AND GO FOR IT!

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

CAMP MASTERS 2023 High Achiever Prizes \$3,000 & Up Club

Camping Package
2 Person Tent, 200
Lumen COB LED
Headlamp, 4x20
Broadsword
6x1.5 Cooking
Multi-Tool
Cooler Chair
Backpack
Metal Camping Mug
Sleeping Bag
OR Visa Debit Card for total sales.

Example: \$3000 = \$120 debit card.
Visa Debit Cards will be rounded to nearest \$10.
All high achiever prizes are **not** cumulative.
Select only ONE prize. See prize lists for more details at campmasters.org.

DID YOU KNOW?
Scouts can earn prizes at www.scoutsusa.org or www.scoutsusa.org/campmasters prizes!
SELL \$400 ONLINE
EARN \$10 GIFT CARD!
amazon

Western New York
Scout Council
www.wnyscouting.org
Council ID: 380WNY
For Prizes Related Questions:
Council Office: (716) 891-4073
For Prize Related Questions
GCC/Keller Marketing: (888) 351-8000

GUIDELINES to Select Prizes
(1) Prizes are not cumulative unless specified.
(2) Scouts can earn prizes from the Scout Sale Prize.
(3) Scouts can earn prizes from the Scout Sale Prize.
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(6) Scouts can earn prizes from the Scout Sale Prize.
(7) Scouts can earn prizes from the Scout Sale Prize.
(8) Scouts can earn prizes from the Scout Sale Prize.

Prize #	Prize Description	Prize Price	Total Sales	Quantity
1	LEGO Technic 444 Hercules Boat	\$5,000		
2	LEGO Technic 444 Hercules Boat	\$5,000		
3	LEGO Technic 444 Hercules Boat	\$5,000		
4	LEGO Technic 444 Hercules Boat	\$5,000		
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99	LEGO Technic 444 Hercules Boat	\$5,000		
100	LEGO Technic 444 Hercules Boat	\$5,000		

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Council Sponsored Prize Program





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- **All Scouts choose a prize from the Camp Masters flier based on their sales totals**
- **Weekly Fill A Sheet Drawing** – September 8 – October 27
- **\$750 Club** – Scouts choose 1 of 3 special prizes
- **\$1,000 Club** – Scouts will be entered to win an I-Pad, Kindle, or Handheld Game
- **\$3,000 Club** – Camping Package or Visa Debit Card = 4% of his or her sales total
- **Top Seller in Each District** – Maid of the Mist Boat Tour and one-night hotel stay at the DoubleTree in Niagara Falls **Or** Free 2024 Summer Session at either Camp Scouthaven or Camp Sam Wood

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Key Steps To a Successful Sale:

- Make it FUN!!!
- Educate the Parents
- Set a Unit and Per Scout Goal
- Hold an Exciting Unit Kickoff
- Use All 3 Sales Methods – Show & Sell, Take Order, and Online Sales
- Keep the Excitement Going – Weekly Unit Prize Program and/or Incentives

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Unit Kickoff

The Key to a Successful Sale is to get it started right!

- Customizable Unit PowerPoint Presentation
- Unit Kickoff Kits include: Order & Prize Forms, Leader's Guide, Popcorn Sample & Banners

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Ways to Sell


3 Main Ways to Sell

- Show & Sell -storefront or 'little red wagon'
- Take Order
- Online Sales

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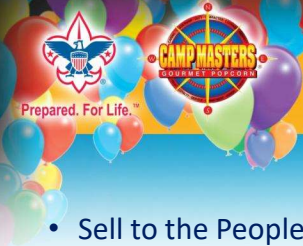


Show & Sell




- Outreach to traditional Show and Sell locations
 - Smaller, local locations have been much more willing to work with us
 - Personal outreach is the key, think local not “big box”
- Creative Ideas
 - Put a tent up in the back parking lot of store
 - Drive through Show and Sell
 - Sell out of the back of unit trailer or vehicle

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Door-to-Door & Show and Deliver



- Sell to the People Scouts are already safely interacting with
 - Family members
 - Neighbors
 - Parents' Workplace (where allowed)
- Creative ideas:
 - Door hangers – leave behind for people not home or if they don't want direct contact with others – drives them to call and place order and order on-line
 - Place order forms in Mom or Dad's office (hard copy or digital)

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On-line Sales

- Sell Popcorn to family and friends out of the area or to those practicing social distancing
- Product shipped directly to buyer's door
- Counts towards the Prize Programs
- System is already up and running!!
- The safest and easiest way that EVERY Family can sell even if they aren't comfortable in the other methods

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Training Videos

Share with Scout families the many videos available at www.campmasters.org

- Placing a Unit Show-N-Sell Order
- Unit Leader Smartphone App Setup
- Unit Leader Send Scouts Sign on Link
- Scout Registration with Parent Or Guardian Email address
- Scout registration with scout email address
- Complete your Scout profile in CM
- Sales App for Scouts

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Resources

wnyscouting.org/popcorn

- Popcorn Leaders Guide
- Unit Popcorn Kernel Registration
- Popcorn Kickoff Presentation
- Scout Upload Template
- Unit Kick-Off Template
- Unit Initial Order Product Projection Tool
- Show and Sell Location Request Letter
- Door Hanger Template
- Credit Card & App Sales info (when available)
- High Achiever Prize form
- Popcorn Facebook Page

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Key Dates

Thursday, July 25 – Unit Show & Sell Orders Due

August 8, 9, 10 – District Popcorn & Membership Kickoffs

Thursday, August 17 – Show & Sell Distribution in Batavia & Buffalo

Friday, October 20 – Show & Sell Returns & Payment Due

Sunday, October 22 – Take Order Sale Ends

Thursday, October 26 – Unit Take Orders and Prize Orders Due

Friday, November 17 – Take Order Distribution in Batavia & Buffalo

Tuesday, December 5 – All Popcorn Payments Due

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Ordering System



- You must sign up by completing a Unit Commitment Form
- Receive CAMP MASTERS System sign-on link
- Setup/Import Scouts or scouts can self register