



2013 Cub Scout Pack 106 Popcorn Fundraiser



Dear Parents and Scouts,

You are the reason behind our continued success as a Pack. Without your support of the Popcorn fundraiser, we could not provide such an exciting program for so many Scouts at so little cost to you. Thank you!

We received **38%** of our popcorn sales in commission last year. That means of the \$42,600 we sold, we earned approximately **\$16,000** to:

- Provide each Scout a Pinewood Derby car kit; Rank-specific book, neckerchief, & slide; and all belt loops, pins, & activity badges they earn
- Pay for the entire Pack to sleep-over and eat at Treasure Valley in April
- Buy Den crafting supplies and pay for Den field trips
- Subsidize the annual Blue and Gold Banquet in February
- Offset costs for Pack-wide events
- Provide quality and educational monthly Pack Meeting entertainment
- Community support through the purchase of gift cards and baskets at Thanksgiving
- Afford scholarships for Summer Camp

And so much more!!!!

Unlike many other Packs, we do not collect dues at Den meetings nor have we raised the annual registration fee in over 5 years. **Popcorn provides ALL** we need to give you a quality Scouting program.

We hope that this year's fundraiser will be a positive learning experience for every Cub Scout. Raising funds teaches responsibility in supporting the Scout's Den and Pack, as well as teaches important communication, presentation, and organizational skills. Participation in the fundraiser is also a requirement for those Scouts who receive scholarships for Pack registration or camp.

Sales Goal—20 units per Scout

One unit = 1 package of popcorn or 1 military donation. This is the same sales goal we have had for the last few years. We trust that every Scout will "Do His Best" to achieve it.

Multiple Sales Opportunities

- **Take Order forms:** Sell door-to-door or by phone to relatives and friends. (See "Additional Points to Consider" on page 4 for helpful tips.)
- **3 Pack Organized Show & Sell Dates:** See **RED** date sheet attached.



- **Show and Deliver** our most popular products as you sell door-to-door and save delivery time later on: all items can be checked out if in stock but the below are most popular.
 - Caramel Corn
 - Caramel Corn with Almonds & Pecans
 - 18 Pack Unbelievable Butter Microwave Popcorn
 - 18 Pack Butter Light Microwave Popcorn

To check out product by the case: call (508.341.3670) or email carynhelene@gmail.com or smbay187@gmail.com .

- **Sell popcorn online** and have product shipped directly to friends and family that live far away.
 1. Go to <http://sell.trails-end.com/> to create an account and sign in.
 2. Send emails from the website to friends and family.
 3. Track your online sales via the website. All sales count toward your Rewards totals.

Additional Points to Consider

1. Safety First. No Cub Scout is allowed to fundraise without a parent.
2. Always wear your uniform while fundraising. Everybody loves to support a Scout in uniform.
3. Remember we are fundraising, not selling popcorn. Consider saying, “Hi, my name is ‘Joe’. Would you like to help support my scouting activities with the purchase of some popcorn . Remember to always be polite and say, “Thank you”, even if the person declines.
4. Always walk on the sidewalk and driveway—never through the yard.
5. Many people like to support the Cub Scouts. 85% of people asked will buy at least 1 item. Consider asking family, neighbors, friends from school, friends from extracurricular activities, etc. Parents are more than welcome to participate as well – consider your coworkers and friends. You may suggest that they enjoy the popcorn themselves, or get a gift for a friend, family member or teacher. There is also the option to donate popcorn to our military personnel overseas.
6. Keep track of houses that you visit where no one is home. You may be able to return later and find a customer.
7. For the individual Take Order forms, you do not need to collect money at the time of the order. All funds must be collected when the popcorn is delivered. If you do collect money as you sell, please indicate the payment on your Take Order form. Money may be turned in to me at any time prior to the end of the sale.
8. Checks should be made out to “Pack 106”.
9. Clearly mark all delivered product on your order form.
10. Please be sure to designate your Trail’s End reward at the bottom of the order form.
11. Don’t forget to send in filled sheets to the Council office for special prizes. Make sure your name and “Pack 106” is clearly labeled. **Fax number: 508-752-3047.**



Grafton Scouts Venture Out!

After reading any of this information, should you have any questions, please contact, your popcorn staff: Caryn Francese carynhelene@gmail.com; Grace Lam lamgm@yahoo.com; or Suzanne Bayreuther smbay187@gmail.com.

Good luck and Happy Selling!



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