

# 2016 Popcorn Sale Highlights

## Reach for the stars....

Trails End is rolling out a new and updated website! Fall Sales and Online Sales are all in one spot. You will be able to track your Scout's orders as they sell, if they use the new mobile app. The new mobile app is not considered an online sale. The mobile app is a part of your local fall sale. Check out information at <http://sell.trails-end.com/>

We are streamlining the Popcorn Sale and cutting off about a month of time obligations Popcorn Kernels have had in the past. Here's how we are doing it. **Your invoice will be minus your commissions- You no longer have to wait on a commission check!** The amount you owe the Council will be on your invoice after you place your order. The baseline commission for the local Fall Sale will continue to be 30%. Unit popcorn will be paid for at the time of pickup with a check dated before 11/28. If you're Unit collects money from Scouts when the orders are due, we encourage you to pay earlier and then you may pick up Scoutbucks earlier. You will get all of your Scout's prizes and Scout Bucks during November. The earlier your check is cashed, the earlier you can get prizes and close out your sale.

Your Unit will be paid a 50% Commission for all online sales. Scouts may start selling online right now. There are different products available online vs. the local fall sale. Items available for online sales include coffee. Trail Mix is the new product available for the local fall sale.

### Important Dates:

Sales start after kickoff training! Schedule your Unit Kickoff now and start selling Friday September 2nd!

All orders must be entered through the Trails End website by Friday October 14 by 5:00 pm. All orders need to be entered by Scout so the system can track prize levels.

Popcorn Pickup with pre-dated checks due 11/4 or 11/5 – Dates, location and times are dependent on the shipping Company. Your Popcorn Kernel will be notified when this is finalized.

All Popcorn needs to be delivered to customers by November 23.

Popcorn checks will be deposited by council on 11/28 (or earlier if you choose) and Scoutbucks will be available for pickup from the Council office.

Please contact the following people for popcorn support: Cindy Mascadri, Council Popcorn Kernel, [cmascadri@alaska.net](mailto:cmascadri@alaska.net) or by phone at 907-590-8382 or Tasmine Stebbins, Popcorn Staff Advisor at [Tasmine.stebbins@scouting.org](mailto:Tasmine.stebbins@scouting.org) or by phone at 907-452-1976.

