

NORTHERN STAR
SCOUTING PRESENTS

Crunch Kart *Road Rally*



Tear out pages 5-8 to
hang on your fridge
and use for door to
door sales!

www.buyscoutpopcorn.com

2023 POPCORN SALE

September 22 through October 29

Why sell popcorn?

Over \$1.75 MILLION dollars went directly back to Scouting programs in 2022 because of the popcorn sale. \$1 million went directly back to the units and Scouts to help pay for their annual program, camping and other Scouting events. Because of the sale, Northern Star is able to continue to provide top quality programs (see below). The popcorn sale is a WIN-WIN for Units & Northern Star Scouting. Visit www.buyscoutpopcorn.com for more details.

What does popcorn support?

Besides helping Scouts like yours raise funds for their camp and Scouting adventures, the Northern Star Scouting popcorn sale supports unit operations and Council operations, including but not limited to:

- Campership Assistance
- Eight camp properties
- Membership Fee Assistance
- Scout Service Centers
- and more!



How to get started!

READY

- Download the Trail's End selling app.
- Connect to your Scout Unit.
(Ask your popcorn chair if you do not know it.)

SET

- Check out the Scout videos for tips on how to have a successful sale at buyscoutpopcorn.com
- Set your goal and make a plan.
- Practice your sales pitch.
- Attend the Popcorn kickoff on Sept. 9.

GO!

- Start selling Friday Sept. 22 at 5p.m.

TRAIL'S END APP

Exclusively for Scouts to sell & manage their fundraiser!



DOWNLOAD THE APP & START YOUR ADVENTURE TODAY!

visit trails-end.com/app or text APP to 62771 to download

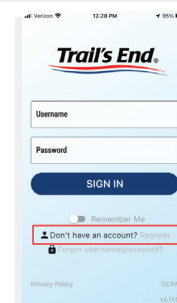
REQUIRED TO SIGN UP:

Council
District
Unit

SIGN IN OR REGISTER AN ACCOUNT

- Ⓢ Use your account from last year! If you need to change your Unit, go to Settings & select "Change Unit."
- Ⓢ Record ALL sales in the App & start selling today!
- Ⓢ Each Scout needs a separate account, even siblings.
- Ⓢ You can use the same email for multiple accounts.
- Ⓢ To switch between accounts in the App, click the name dropdown at the top of the screen.

Pro Tip, Be sure to allow the Trail's End App access to your device's microphone, location and Bluetooth to accept debit/credit. Trail's End pays all fees!



WHAT'S NEW FOR 2023

Use one or more of these to race to a great sale!

Mystery House Contest. Sponsored by Papa Murphy's!



Mystery house certificates are hidden at houses in over 200 different zip codes in Northern Star Scouting's service area. Find a mystery house and earn your



very own FREE large one topping pizza from Papa Murphy's Take "N" Bake Pizza. Valid at all locations in Northern Star Scouting's service area. You are also entered into a drawing for one of three Grand prizes for your unit.

**Video game truck
2 hour party.**



**Food for a Blue
and Gold or
Court of Honor.
(Up to \$500)**

**Entertainment
for a Blue and
Gold or Court of
Honor.
(Up to \$500)**

Drawing will take place on November 17 from all Mystery House certificates redeemed via the online redemption portal.

Video Tips and Help for Scouts and Parents



Visit www.buyscoutpopcorn.com and click on the video links to get advice and tips on selling popcorn from some of Northern Star's top selling Scouts, including J.J. Werner, the nation's third highest seller in 2022 (left). Parents also share their tips on motivation and what the popcorn sale has meant to their family.

What else is new?

Set a goal, get free chicken! - page 5

Check out new flavors - page 7

NEW road trip prize pack, sponsored by Holiday - page 9

Lego is back and learn from an Olympic gold medalist - page 10

Earn Bonus sticker badges throughout the sale - page 12

Get the Popcorn Weather report every Thursday - page 12

Trail's End Prize Program

Choose what YOU want for a prize by earning Amazon gift cards!

Trail's EndTM REWARDS

Scouts earn points towards an Amazon.com e-Gift Card when they record their sales in the Trail's End App. They choose the prize they want!

POINTS	GIFT CARD
17,500	10% of total sale
15,000	\$1,250
12,000	\$1,000
10,000	\$750
7,500	\$550
6,000	\$450
5,000	\$350
4,000	\$250
3,500	\$200
3,000	\$150
2,500	\$100
2,000	\$70
1,750	\$60
1,500	\$50
1,250	\$40
1,000	\$30
750	\$20
500	\$10



EARN MORE! EASIER!

Scan the QR code to download the APP thru Apple or Google Play to start earning today! Trail's End pays all transaction fees.

Rewards earned in 2023 must be claimed in App by Scouts by June 30, 2024.

All third-party trademarks referenced by Trail's End in this advertisement remain the property of their respective owners, and Trail's End's use of third-party trademarks does not indicate any relationship, sponsorship, or endorsement between Trail's End and the owners of these trademarks. © 2023 Trail's End Popcorn Company.

*Based on average Council program. May vary in your Council.

**1.25 PTS PER
\$1 SOLD**

APP CREDIT / DEBIT CARD
& ONLINE DIRECT

**1 PT PER
\$1 SOLD**

CASH



*Did You Know?! 1,750 points (approximately \$1,500 in sales) helps fund most Scouts' Year of Scouting which includes registration fees, handbook, uniform, Pack dues, camp, Scout Life magazine and much more. Plus, Scouts earn a \$60 Amazon.com e-gift card!**



Price & colors may vary. Examples of the types of prizes available on Amazon.

NOTE--Troops/Crews that take the cash commission option are NOT eligible for the above Amazon card prizes. Check with your popcorn chair to see what your unit has chosen.

RACE TO YOUR GOAL!

Setting a goal is the first step to Popcorn success!

Scouts and Parents, set aside a time to sit down & plan out your sale. When will you go door to door, call family from out of town, set up a storefront, sign up for online sales, and more! Write down goals and plans of action and stick to them! Setting and reaching a goal together is a great achievement. For more tips and videos from Northern Star Scouts, visit www.buyscoutpopcorn.com.

Break down your goal into different types of sales to make it manageable.

My MOTIVATION

I set a sales goal so I could:

Storefront \$ _____

• Earn these prizes

Door to Door \$ _____

Calling \$ _____

• Do this awesome Scouting activity

Online \$ _____

Other _____ \$ _____

TOTAL \$ _____

MY GOAL

FREE KID'S MEAL!

Use the chart below to help you set and reach your sales goal. When you break it down, it's easy and fun! All

Scouts who log into the Trail's End

app and enter in their sales goal by October 1 will earn a FREE kid's meal from Raising Cane's. Valid at all Raising Cane's restaurants in the Northern Star Scouting service area.



SALES GOAL	SALES PER WEEK	SALES PER DAY	AVERAGE #OF ITEMS PER DAY
\$500	\$80	\$12	1
\$1000	\$165	\$25	1.5
\$1500	\$250	\$35	2
\$2000	\$335	\$50	2.5
\$2500	\$420	\$60	3
\$5,000	\$850	\$120	6
\$10,000	\$1670	\$240	12

INFO FOR PARENTS

Fill this sheet out at your Unit kick off, put on fridge as a handy reference tool

IMPORTANT DATES

Our Unit's sale will begin on _____ and end on _____

Our unit has a special selling blitz day on:

Date _____ Time _____ Location _____

Money Turn In Date _____ Location _____

Popcorn Pickup Date _____ Location _____

Popcorn Return Date _____ Location _____

GOALS

Our Unit's popcorn sales goal is \$ _____

Each Scout's sales goal is \$ _____ to pay for a Scouting program

Each sale earns _____ % for our Unit.

Funds are then broken out into: Scouts _____ % and Unit _____

PRIZES

Our unit's Prizes will be: 1. _____

2. _____

Have questions or need more information?

We can help you prepare for the sale and answer any questions you have.

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

70% BACK TO FUTURE LEADERS*



SHOW YOUR SUPPORT WITH A DONATION TO HEROES AND HELPERS!

Your donation supports future leaders and delivers tasty treats to troops at-home or overseas, military families, veterans, first responders, local food banks, and charitable organizations nationwide!

Donation Levels: **\$50** **\$30** **\$1** Custom amount
For details visit trails-end.com/terms

CHOCOLATE PRETZELS

\$25



NEW! S'MORES POPCORN

\$25



UNBELIEVABLE BUTTER MICROWAVE POPCORN

\$25



SALTED CARAMEL CORN

\$25



IMPROVED FLAVOR! WHITE CHEDDAR POPCORN

\$20



POPPING CORN

\$15



SWEET & SALTY KETTLE CORN

\$15



NEW! 28PK SNACK PACK SEA SALT POPCORN

\$50



Product images are for illustration purposes only. Actual product shape and color may vary. Products, pricing and specifications subject to availability and change without notice.
*Amount donated to Future Leaders is calculated based on the Trail's End Return to Kids, see trails-end.com/terms for more details.



ADVENTURE AWAITS



Scan the QR code
**DOWNLOAD THE APP & START
YOUR ADVENTURE TODAY!**
trails-end.com/app

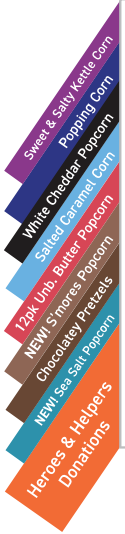


**MORE PRODUCTS
AVAILABLE THROUGH
ONLINE DIRECT**
trails-end.com/store



**ALLERGEN &
NUTRITIONAL FACTS**
trails-end.com/nutrition

Parent Tip: Instead of paying your Unit Leader cash from Wagon sales, easily pay them with credit card through the PAY NOW feature in the Trail's End App and simply keep the cash! Trail's End pays all credit card processing fees and parents earn points from their credit card company!*



		NUMBER OF PACKAGES ORDERED													
NAME	STREET /EMAIL ADDRESS /PHONE NUMBER	\$50 SOLD	\$30 SIBLING	\$50 CUSTOM AMOUNT	\$25	\$25	\$25	\$25	\$25	\$20	\$15	\$15	AMOUNT DUE	DAYS ✓	PAID ✓
1													1		
2													2		
3													3		
4													4		
5													5		
6													6		
7													7		
8													8		
9													9		
10													10		
11													11		
12													12		
13													13		
14													14		
15													15		
16													16		
17													17		
18													18		
19													19		
20													20		
												GRAND TOTAL	\$		

*Depending on your credit card company's point program. Pay Now doesn't count towards credit card points in the Rewards program.



trail's-end.com/rewards

EARN MORE EASIER!
1.25 PTS Per \$1 Sold App Credit/Debit Card
& Online Direct
1 PT Per \$1 Sold Cash

Rewards earned in 2023 must be claimed in the App by the Scout by June 30, 2024.



Bonus Prizes

Earn each prize as you pass each level. All Scouts selling can earn these prizes!

Sell 1 Item

Earn the
2023 Patch



\$850

Belt bag with a set of playing cards

Receive a Northern Star Scouting logoed belt bag and deck of waterproof playing cards. (Actual bag and cards may vary from one pictured).



\$1250

Road Trip Prize Pack



Includes:

- 1 Circle K Insulated 20oz Cup
- 5 Free Fountain/Coffee Coupons
- 1 Car Wash
- And more surprises! Including random bonus prizes in some of the cups!

Good at any Holiday or Circle K.
Special thanks to Holiday/Circle K for sponsoring this prize!



\$1500 Vikings Family Day

You and your immediate family are invited for a morning of fun at TCO Performance Center in Egan,

Minnesota. Meet a Vikings player and participate in football activities. 2024 date to be announced late October 2023.



\$1900

Adventure Points

Earn your first adventure with the Adventure points program. Use points towards exclusive rewards. (See next two pages for more details.)



\$2500+

Champions Breakfast - Jan. 6, 2024



Sell \$2500 and you and a guest can attend the largest Popcorn recognition event in the United States! For each \$250 you sell over \$2500, you earn another guest spot. Max 4 guests. (5 people total with Scout).



WANT CHANCES TO EARN EVEN MORE PRIZES?

Watch your email for weekly prize contests during the sale. Each week will have a new contest where you can win great prizes, like a Nintendo Switch, Great Wolf overnight package, camping gear, and more! Contest details will be sent to the email address used to register for the Trail's End app.



\$1900 ADVENTURE PRIZES

The more you sell, the more points you earn!

Adventure Points Details:

Earn 60 points starting at \$1900 in sales and earn 10 points for every additional \$100 in sales. The more you sell, the more you earn! **Example**--Sell \$2500 and earn 120 points.

- Partial points are not awarded. The next \$100 must be reached to earn 10 points.
- Leftover points are used for the \$500 LEGO shopping spree drawing: 10 points per entry.
- Unused points will be forfeited and are nontransferable. **All tickets/passes MUST be used by December 31, 2024 unless otherwise noted.**

- These Points are calculated by sales in dollars and are different than Trail's End Points.
- Adventures are subject to change; final details on registration site starting Nov 1, 2023.

Information for Parents:

- Some prizes are Scout and parent events. See prize details for more information.
- Sales must be credited to one Scout; you cannot combine sales of Scouts to reach \$1900.
- Once chosen, some prizes will have a "buy-in" option if you want to bring more youth or adults. Details on registration website.
- **Prize registration is available at www.buyscoutpopcorn.com starting no later than November 1, 2023. Adventure Prize registration will be due November 22, 2023.**

BRICKBUILDERS 8.0

BACK BY POPULAR DEMAND!

80 POINTS--Sat. Feb. 24, 2024. Spend a morning doing all things Lego and meet celebrities Corey and Christine (aka Tacos) from the Fox show LegoMasters. Scout and parent teams participate in contests and brick builds, including a Battle Bot workshop designed by Corey and Christine. Scouts will go home with a special Lego project designed by the Brickmasters for this event.



LEARN TO CURL WITH A USA GOLD MEDALIST

NEW FOR 2023! 80 POINTS

Date TBA. Join 2018 Olympic Gold Medalist Tyler George at the Frogtown Curling club in St. Paul and learn to curl. Equipment and instruction provided for Scout and one parent. Date will be announced in late Sept. 2023 for a Feb./Mar. date in 2024.



MEGA POINTS PRIZES

220 Points Each

CAMPING ITEMS

NEW FOR 2023!

50 Points - Hammock

Camping Hammock with tree friendly straps, heavy duty carabiners, up to 500 pounds limit. Actual hammock may vary from one shown.



40 points - Camping Headlamp

Rechargeable LED headlamp 1000+ lumens. Actual headlamp may vary from one shown.



Science Museum
of MN Family
Membership



MN Zoo Family
Membership



Valleyfair
2024 Gold
Season Pass

450 Points



Overnight at Great Wolf Lodge in Bloomington, Minnesota. Enjoy a standard room and four water park passes. Some restrictions may apply, see registration for details.

\$1900 ADVENTURE PRIZES

Continued

NICKELODEON UNIVERSE



60 POINTS--Two 5-hour ride wristbands, good any day the park is open in 2024. If you choose Nick U, you can choose ADD ONS (points for each ticket):

20 Points--Mini Golf

20 Points--Flyover America Ticket

IFLY PACKAGE



80 POINTS--Flight package at Ridgedale Mall, Minnetonka. New Flyer Package includes: Two Flights, Flight Gear Rental, Pre-Flight Training, One-on-One Flight Instruction

and Personalized Flight Certificate. Returning Flyer option includes two longer flights.



VALLEYFAIR

80 POINTS--One general admission ticket to Valleyfair, good any day during the 2024 season, including Valleyfair Tricks and Treats in October 2024.



CONQUER NINJA WARRIOR

60 POINTS--Package includes: 30-day UNLIMITED classes and open gym pass good at any Conquer Ninja Warrior location: Eden Prairie, Woodbury, Blaine, Burnsville, and Saint Paul. 30 days begins on first day of use.



SUSTAINABLE SAFARI



80 POINTS--Sustainable Safari, an indoor animal encounter is like none other. See and interact with over 98 animal species. Package includes four admissions. Admissions can also be subbed out for feed cups if desired.



BIG KAHUNA FUN PARK

60 POINTS--Visit Big Kahuna Fun Park in Spicer, Minnesota and enjoy a package that includes one mini golf, one bumper boats, one Go Karts, and a mini pizza and drink. Must be used during the 2024 season.



CLIMBZONE AT MALL OF AMERICA

New in 2023! 50 POINTS--Receive a 60 min climbing pass to the new Climzone at the Mall of America. Try as many as 44 different



themed climbing walls at your own pace. Adults are able to watch the climbs without a ticket (or they can participate with an additional ticket.)



CAMP CASH

Points Discount

10	\$5
20	\$10
30	\$15 (and so on)

Points must be redeemed in multiples of 10. Use your points to receive a voucher for a Camp registration fee discount. Discount valid only at Northern Star Scouting Camp programs. Vouchers must be used by December 1, 2024.

Camp cash is NOT valid for trading post.

UNLOCK ACHIEVEMENTS

Earn these bonus trophy stickers during the sale

During the sale you can earn exclusive trophy stickers as you reach your goals. Scouts that use the Trail's End app will have these awards automatically calculated for them at prize pick up.

\$850 Club



Sell \$850 during the sale and earn the coin sticker.

Hometown Heroes



Sell \$10 or more to earn the Hero Shell.

Online Sales



Make one online direct sale and earn the Pipe sticker.

Champions Breakfast



Sell \$2500 or more to earn the pancake sticker.

One of Everything



Sell at least one of each product by the end of the sale to earn the marshmallow sticker.

Road Rally Blitz



Sell \$500 or more in the first ten days of the sale (Oct. 2) and earn the Road Rally sticker.

POPCORN WEATHER REPORT

Get help from a fellow Scout each week

Forecast for the fall sale-Mostly Crunchy!

Starting Thursday September 21, KARE11 meteorologist (and Eagle Scout from Troop 9127) Ben Dery will create a weekly popcorn weather report that will be emailed out to all Scouts helping them to plan their sales for the weekend. Emails will come from Northern Star Scouting to Scouts registered in the Trail's End App.



KARE
11
WEATHER