

Welcome to BUILDING CHARACTER, the official newsletter of the Northern Star Council's 2015 Popcorn sale. This weekly newsletter is meant to help Unit Popcorn chairs and parents have a fun and successful popcorn sale. It will be filled with Tips, Information, advice and

SUMMER TO DO LIST

Each week, we will highlight one or two things you can/should be doing over the summer to make your sale successful and more importantly, make your role as Unit Popcorn Chair easier and fun!

July 27—THIS week

- Sign up for a Trails-end.com Account
- Plan your Kick off Agenda
- Ask a Parent for a testimonial at your Kick off

Aug 3—Next Week

- Confirm all dates/budgets with Unit leaders
- Calculate how much to order

SIGN UP FOR A TRAILS END ACCOUNT

Already have an account?

- Head to www.trails-end.com
- Click on SCOUTS-LEADERS-COUNCILS in the upper right hand corner
- Click on POPCORN SYSTEM
- Log in with your email and previous password.
- It will make you change your password and send you an email confirmation to re-sign in.

SIGN UP FOR A POPCORN SEMINAR

2015 Popcorn Seminars help "craft" your sale for your Unit to have a successful year with great ideas for your Scouts! Attend a Super Saturday Seminar!

- Become more familiar with the upcoming sale
- Exchange ideas & have questions answered by experienced chairs
- Learn proven methods of a popcorn sale
- Pick up your Kickoff Kit
- Win part of thousands of dollars in door prizes!

SUPER SATURDAY POPCORN SEMINARS

Super Saturday seminars are designed so the Unit chair can bring the family to have fun while they learn about their role as popcorn chair. Super Saturday Seminars are a proven way to reach your Unit's goal with ONE fundraiser. Units who attend the 2015 seminar receive 3% commission increase.

New Chairs 8:30-9:15am

Sale Seminar 9:30-10:45 am

Post seminar Q&A breakouts 10:45-11:30

Sat. Aug 1. —Mall of America

Sat. Aug. 8—New Hope Cinema Grill

For more details on the seminars, or make up dates, visit www.buyscoutpopcorn.com

New to Trails End?

- Contact Marge for your Trail's End login. Email mfrendt@nsbsa.org or 651-254-9147
- Include your Name, Phone, Unit and District

PLAN YOUR KICK OFF AGENDA

The key to a great Popcorn kick off is getting the Scouts excited and the parents to understand why the popcorn sale is important. Here are some things to consider when planning your agenda.

- Review Pack's Planned Program
- Pay For It All with Popcorn
- What the Family Gets Out of Popcorn
- Parent Testimonial
- Divide Group into Parents and Scouts
- Recombine Group
- Give away prizes!

If you need help, please contact popcorn@nsbsa.org, we can put you in touch with Kick off experts!