

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!

Aug 3—THIS Week

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

Aug 10—NEXT Week

- Who can help you?
- Great tips to motivate your Scouts!

CONFIRM ALL DATES/BUDGETS WITH UNIT COMMITTEE

Make sure that your Pack/Troop/Crew committee has your Popcorn Kick offs, distribution and money due dates in their unit calendar, so when your Committee Chair or other parent volunteer emails out upcoming events, they make sure to add popcorn dates.

Making sure the budget number you calculated your Unit goal on is accurate is important because parents are counting on that number to mean they won't have to pay for anything for the coming program year.

SIGN UP FOR A POPCORN SEMINAR

OVER 300 People attended the MOA Super Saturday. Don't miss out!

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. 8—New Hope Cinema Grill

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

CALCULATE HOW MUCH TO ORDER

Although not an exact Science, there is some method to the madness of how much to order.

Simple answer, order 80-100% of what you sold last year. To get a detailed report on what you sold last year follow these steps.

1. Log into the Trails End System
2. Click the REPORTS tab at the top of the page, UNIT PRODUCT SUMMARY. Case Quantity is located near the product logo on the order page. Example, Sweet & Savory has a 1:1 next to it, meaning there is 1 container in 1 case.

Never ordered before? Use the calculator on the website (under forms) to help you figure out what to order by the case.

Have more or less Scouts? Use the calculator to figure out what to order based on your average per Scout sale in 2015. (Calculate that using last years sales)

NOTE: Case Qty change—White Cheddar comes 12 to a case, unlike the Jalapeno which came 6 to a case.