

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 10—NEXT Week

Who can help you?

Great tips to motivate your Scouts!

Aug 17—NEXT Week

Get your Show and Deliver order ready

WHO CAN HELP YOU?

A simple question, deserves a simple answer. EVERY-ONE! Ask the parents in your Unit to do simple tasks:

- Pick up the popcorn from the warehouse
- Help out at the kick off
- Hand out prizes
- Start a cheer
- And more!

A great idea that was brought up at the Super Saturday in New Hope—recruit a older Boy Scout or Girl Scout who is/was a great seller to be the marketing person for your Scouts!

SIGN UP FOR A POPCORN SEMINAR

ONLY A FEW LEFT!!

HELP US GUARANTEE MATERIALS
AT YOUR SEMINAR SITE BY PRE-
REGISTERING

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

- 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!

For all the seminar dates left in August, visit
www.buyscoutpopcorn.com

And sign up today!

TIPS TO MOTIVATE YOUR SCOUTS

From Robin—Last year I made a crown for the "Popcorn King" and we crowned the scout who sold the most popcorn. We revealed the top ten sellers one by one and generated a lot of excitement. I hope this will motivate some of the younger scouts to sell more popcorn this year!

From Amber—Pack 301's favorite Unit Incentive is of course the pie in the face. However, for each scout that sells at least a popcorn item then at the end of the year we go on a Popcorn Activity such as Base Camp, Nickelodeon Universe, Eve of Destruction at Elko, or tubing at Buck Hill. The scouts love to get together and to show their Scout pride at the reward activity.

From Shelly—We have an ice cream party at one of our meetings if the entire pack reaches our unit sales goal.

From Brandon—Last year was our first year doing a prize incentive program. The scouts favorite part was our "Popcorn Throne" - The King of the sales each week gets to use the chair during our weekly den meeting and at the end of the sale the King gets to keep the throne for the rest of the scouting year.

Great ideas! If you have an incentive idea,
email popcorn@nsbsa.org

Popcorn Sale Starts Sept 18 at 5pm.
Popcorn Sale Ends Oct 25
Full calendar is at buyscoutpopcorn.com