



BUILDING CHARACTER

ISSUE 7

AUG 17, 2015

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 17—THIS Week

- Get your Show and Deliver order ready
- Sign Into the Trails End Popcorn System

Aug 24—NEXT Week

- Kick off Details DUE to Council
- Store Front Help

SIGN INTO THE TRAILS END SYSTEM

To make sure you have access to the popcorn system, sign into the Trails End POPCORN SYSTEM at

<http://scouting.trails-end.com/TESales/>

Sign in **THIS WEEK** with your email and password.

If you do NOT have a login/password, contact Marge at popcorn@nsbsa.org. Please include your Name, District, Unit Type and number to speed up the process. Don't wait until the end of next week to log in!

SIGN UP FOR A POPCORN SEMINAR

ONLY A FEW LEFT!!

ONLY 8/18 & 8/20 ARE LEFT!!

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

FAQ'S

Q: My commission in Trails End hasn't been updated

A: Commissions will be updated the 1st wk of Sept.

Q: I want to sign up for Cub Foods day lottery, how can I?

A: Wait for the email survey to be sent out soon!

Q: I need more sales guides and materials

A: All Scout Shops & Roundtables have them, in Sept.

GET YOUR SHOW AND DELIVER

ORDER READY

In order to have a easy Show and Deliver Order, the following steps are recommended.

1. Count the number of Scouts you currently have.
2. Figure out if any of your top selling Scouts have moved to a different unit or are not in Scouting.
3. Figure out if any top selling Scouts are coming INTO your unit (Troops!)
4. Calculate if you need to order less, or more than last year. (if more, contact Bill A-H)
5. Log into the Trails End system (see above)
6. See last year's sales by downloading last years invoice or packing slips to see quantities.
7. Place your order by going to ORDERS and clicking on SHOW AND DELIVER ORDER DUE AUG 28
8. You will be ordering by CASES. (note the case count for single cheese went from 6 to 12, so order half the amount of cases you sold last year.)
9. Remember to hit SUBMIT on the bottom.
10. Any questions, contact popcorn@nsbsa.org or call Marge at 651-254-9147

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