

Check the \$50 Gold Donation Level or the \$25 Silver Donation Level to send popcorn treats to our military men and women, their families, and veterans' organizations.

Trail's End.
Over 700 miles to local Scouters.



Zachary White
2013 Top Seller

MISSION LOG

Great Prizes
Improved Flavors
Super Nova Adventures
New Disney Trip Giveaway

NAME	STREET ADDRESS	EMAIL ADDRESS	\$50	\$25	\$55	\$40	\$30	\$25	\$20	\$20	\$20	\$20	\$15	\$10	\$10	PROJECT TOTAL	\$	%
1																		
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29																		
30																		
TOTAL																	\$	

MY GOAL \$

+

=

PERSON

HEART

CROSS

ARROW

CIRCLE

SQUARE

TRIANGLE

STAR

DIAMOND

CIRCLE

SQUARE

TRIANGLE

CIRCLE

SQUARE

TRIANGLE

MAKE CHECKS PAYABLE TO: _____ Please direct your payment to your Pack or Troop. scoutssouth.org all rights reserved

SECRET'S NAME _____ A, B, C ... _____

MY GOAL \$ _____ + _____ = _____

FG14M95TF494 TOTAL ONLINE SALES TOTAL SALES THIS FOLDER **Rewards Total**

FERNANDO GARCEN



To see full nutritional information for all Trails' End products, visit trails-end.com



www.trails-end.com

POPCORN FOR OUR TROOPS

Donate a gift of popcorn for our military men and women, their families, and veterans' organizations.

\$50

Gold Donation

Over \$35.00 to local Scouting

\$25

Silver Donation

Over \$17.00 to local Scouting

Your purchase makes a difference.

70%
of your purchase goes back to local Scouting to fund programs and camping activities for Scouts in your community.



Trail's End

Chocolate Caramel Crunch

Sweet crunchy caramel corn in a chunky chocolatey coating.



\$25

Over \$16.00 to local Scouting

White Chocolate Pretzels

The perfect blend of crispy pretzels wrapped in creamy white chocolate goodness.



\$20

Over \$13.00 to local Scouting

Premium Caramel Corn with Almonds, Cashews & Pecans

A delectable gourmet caramel treat loaded with almonds, cashews and pecans.



\$20

Over \$14.00 to local Scouting

Dark & White Chocolatey Drizzle

Sweet and salty M&M's Cops with a decadent dark and white chocolatey drizzle.



\$20

Over \$14.00 to local Scouting

Chocolate Lover's COLLECTION

- White Chocolatey Pretzels 17oz.
- Milk Chocolatey Pretzels 17oz.
- White Chocolatey Caramel Crunch™ 14oz.
- Chocolatey Caramel Crunch™ 14oz.



Over \$33.00
to local Scouting

\$55

Dates in a gift box

Jalapeno Cheddar Cheese

Crispy cheddar popcorn with a spicy touch of jalapeno.



\$15

Over \$11.00 to local Scouting

Classic Caramel Corn

A traditional favorite. Our Classic Caramel Corn is full of rich caramel flavor.



\$10

Over \$7.00 to local Scouting

Popping Corn

Trail's End's white kernels for those who like to make popcorn from scratch.



\$10

Over \$7.00 to local Scouting

Sweet & Savory COLLECTION

- Dark & White Chocolatey Drizzle 9oz.
- Kettle Corn Box
- White Cheddar Cheese Corn Box



Over \$27.00
to local Scouting

\$40

Dates in a gift box

Kettle Corn Microwave

Our deliciously sweet and salty Kettle Corn is better than ever!



\$20

Over \$13.00 to local Scouting

Unbelievable Butter™ Microwave

A delicious treat with more butter flavor than ever before.



\$20

Over \$14.00 to local Scouting

Butter Light Microwave

Our lightest butter popcorn with new and improved flavor.



\$20

Over \$14.00 to local Scouting

Cheese Lover's COLLECTION

- White Cheddar Cheese Corn Box
- Cheddar Cheese Corn Box
- Buffalo Cheddar Cheese Corn Box



Over \$20.00
to local Scouting

\$30

Dates in a gift box

Support Scouting Anytime at
trails-end.com

*Based on the value of the product. Trail's End popcorn is made with 100% whole grain yellow corn. All products, except Microwave Popcorn, which contains only ingredients in its own product, are made in a facility that also processes other products. ©2014 Trail's End. All rights reserved.

Parents

Take this sales table tent to work/church/any place to let friends and co-workers support your Scout!

Fold on dotted line

↑ ↑ ↑ **TEAR AT FOLD** ↓ ↓ ↓

PARENT INFORMATION

IMPORTANT DATES

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

All online and mobile sales count toward Scout Rewards from Aug. 1 through Oct. 26.

We will have a Unit Popcorn Kickoff :

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 great Scouting program.

Each sale earns _____ % for our Unit.

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

Our unit's Prizes will be: 1. _____

2. _____

3. _____

Popcorn Prize Choice due to _____ by Date _____

Have questions – need more information?

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

Contact: _____ Email: _____ Phone: _____

Contact: _____ Email: _____ Phone: _____

Why is selling popcorn important for our Scout Unit?

We plan to use the money we raise
to do the following things:

1. _____

2. _____

3. _____



Why is selling popcorn important for Northern Star Council Scouts?

Over 2.3 MILLION dollars went directly back to Scouting programs in 2013 because of the popcorn sale. \$1.3 million went back to the units and Scouts to help pay for their annual program, camping experiences and other Scouting events. The annual popcorn sale is a vital part of the Northern Star Council's annual budget, accounting for 8% of the total budget. Because of the sale, NSC is able to provide top quality programs while keeping camp and activity fees low and also providing campership assistance to those who need it. The popcorn sale is a WIN-WIN for Scouting units and Northern Star Council.

Thank you for your participation in the popcorn sale.

WWW.STARSCORPS.COM

MY POPCORN SALES

MISSION LOG

Scouts and Parents, set aside a time to sit down and 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 on how to achieve your goal, visit STARSCORPS.com.

My SALES GOAL \$ _____

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

Storefront \$ _____
 Door to Door \$ _____
 Calling \$ _____
 Online \$ _____
 Table Tent \$ _____
 Other _____ \$ _____
TOTAL \$ _____

My MOTIVATION

I set a sales goal so I could:

- Earn these prizes

- Do this awesome Scouting activity

Set Your GOAL

Use this chart to help you set and reach your sales goal. When you break it down, it's easy and fun! Challenge yourself to shoot for the moon!

Sales Goal	Sales Per Week	Sales Per Day	Average # Items Per Day
\$350	\$70	\$10	1
\$750	\$150	\$20	1.5
\$1000	\$200	\$27	2
\$1500	\$300	\$40	2.5
\$1750	\$350	\$47	3
\$2000	\$400	\$54	3.5
\$2500	\$500	\$68	4

Sales Tips of the Year:

Don't think of it as selling popcorn. Think of it as selling Scouting and the adventures you and your Pack or Troop will get to experience. People can buy popcorn at most any store, but no one can buy the adventures or the fun Scouting is for you and your friends. The popcorn is a tasty bonus!

Use a Script that tells people what your favorite part of Scouting is.

For example: Hi, my name is _____, and I am a (Cub Scout/Boy Scout) with (Pack/Troop) _____.

My favorite thing about Scouting is _____.

I'm selling popcorn to raise money for the fun things I like to do in Scouting. The popcorn is delicious and there are many different kinds to choose from. Will you please help support me? (Always say "Thank You" when you are done)



STAR DATE 2014 IT'S CRUNCHTIME FOR SCOUTS

MISSION LOG

The popcorn galaxy needs your help.

All crunch is lost.

It has been almost a year since our Scouts helped everyone enjoy tasty Trails End snacks. The brutal winter caused all of the snacks in the universe to disappear. Neighbors are missing their crunch. Taste buds are going dull. Friends are tired of the same boring snacks. Because of the need for superior snacks, STARS CORPS was established.

STARS CORPS is looking for the best and brightest Scouts to search the frontier and provide all those in need with tasty and ready-made snacks.

Start your mission at www.STARSCORPS.com and sign up for the weekly newsletter to get tips, news and the chance to win prizes during the sale.

**NEW THIS YEAR, SELL \$1,300
AND YOU COULD WIN A TRIP
TO WALT DISNEY WORLD
IN FLORIDA!**

Includes:

- **\$1500 Airfare Voucher**
- **4 Days/3 Nights at Disney World**
- **Park Passes**

Get one entry into the drawing when you sell \$1300 and earn additional entries for every \$500 you sell over that amount.

SEE WEB SITE FOR MORE DETAILS.





**SCOUTS WITH
TASTY
AND
READY-MADE
SNACKS**

WHAT IS S.T.A.R.S. CORPS?

S.T.A.R.S CORPS is an exclusive group for Scouts who reach the \$650 sales level.

Scouts in S.T.A.R.S CORPS earn exclusive prizes. S.T.A.R.S. recognition increases as your sales reach new heights.

Make sure to check the rest of this sales guide for even more exclusive prizes!

POPCORN PRIZE PROGRAM

Level 1-Sell at least 1 item

- 0 Program Participation Patch
- 0.1 Program Participation Pin



Level 2-Sell \$250

- 1 Light Up Football
- 2 Rosewood Handle Knife w/ Clip
- 3 Belt Clip Watch/Carabiner/Magnifier
- 4 SURPRISE Grab Bag D



Level 3-Sell \$350

- 5 Telescopic Fishing Rod & Reel
- 6 HEXBUG Aquabot in a Bowl
- 7 Large Brass & Rosewood Handle Knife w/ Case
- 8 SURPRISE Grab Bag E



Level 4-Sell \$500

- 9 LEGO City Fire Truck
- 10 Outdoor Adventure Set
- 11 Lantern w/ 360 degree Rotation
- 12 SURPRISE Grab Bag F



Level 5-Sell \$700

- 13 HEXBUG Battle Stadium
- 14 LEGO Creator Highway Speedster
- 15 Radio Controlled Tank
- 16 SURPRISE Grab Bag G
- 17 \$30 Wal-Mart Gift Card



Level 6-Sell \$950

- 18 Walkie Talkie Set
- 19 LEGO Galaxy Vermen Varporizer
- 20 HEXBUG Nano V2 Bridge Battle
- 21 \$40 Wal-Mart Gift Card



Level 7-Sell \$1250

- 22 Camp Stove (Fuel/Regulator not Included)
- 23 Carrera R/C Car - Fire Racer
- 24 LEGO Star Wars MOS Eisle Cantina
- 25 \$60 Wal-Mart Gift Card



Level 8-Sell \$1900

- 26 LEGO CHIMA Maul's Ice Mammoth Stomper
- 27 Silver Max Low Profile Baitcast Combo
- 28 Carrera R/C Helicopter - Green Vecto
- 29 \$100 Wal-Mart Gift Card



Level 9-Sell \$2300

- 30 Eurkea Tetragon 3 Tent
- 31 7" Tablet - 8GB
- 32 LEGO Star Wars Imperial Star Destroyer
- 33 \$125 Wal-Mart Gift Card



Level 10-Sell \$2800

- 34 LEGO City High Speed Passenger Train
- 35 Carrera Rolling Thunder Race Track
- 36 Bresser Dione 60MM Telescope
- 37 \$160 Wal-Mart Gift Card



Level 11-Sell \$3400

- 38 LEGO Mindstorms
- 39 Lionel Santa Fe LionChief Scout Freight Set
- 40 10" Tablet
- 41 \$200 Wal-Mart Gift Card



BONUS/ADVENTURE PRIZES

All selling Scouts are eligible for these prizes.
Earn each bonus prize as you pass these sales levels.



SPACE CADET - \$250



Sea Life Admission

SPACE BASE CAMP EVENT INVITATION - \$450



Special invitation for Scout and family to attend Space Base Camp event on April 26, 2015. Scheduled activities include Archery, Rock Climbing, Robotics, Planetarium Dome and more space themed events.

S.T.A.R.S CORPS - \$650

CUB SCOUTS



- S.T.A.R.S. CORP patch
- Set of Sky Ripperz
- One (1) entry into the S.T.A.R.S. CORP Prize Drawing —

The drawing will have thousands of dollars in prizes to be given away including a flatscreen TV, Xbox One, Legos, hotel overnight stay, & more!



TROOPS/CREWS

- S.T.A.R.S. CORP patch
- One (1) admission into an exclusive shooting sports day
- One (1) entry into the S.T.A.R.S. CORP Prize Drawing



S.T.A.R.S CORPS ADVENTURE CAPTAIN - \$1300 & UP

\$1300-Pick 1 • \$1900-Pick 2 • \$2400-Pick 3 • \$2800-Pick 4

All Adventure Captains receive a special silver-bordered S.T.A.R.S. CORPS Patch



Vikings Mini Camp Experience.
Spend a Saturday morning at Winter Park.



Night at the Museum Package.
Scout & parent spend an overnight at the Science Museum, January 2015. Date TBA.



Two (2) 3-hour unlimited ride wristbands to Nickelodeon Universe.



Mystery Prize.
To be revealed October 2015.

S.T.A.R.S CORPS CRUNCH SPECIALIST - \$1500



\$50 Wal-Mart Gift Card

S.T.A.R.S CORPS ADMIRAL - \$2500 & UP



Qualify for the Trails End College Scholarship program.
6% of your sales go into a college scholarship account from the first time you qualify.

S.T.A.R.S CORPS AMBASSADOR - \$3000 & UP



Reach \$3000 in sales and receive a \$40 Wal-Mart gift card for every \$500 you sell over \$3000.



EXCLUSIVE S.T.A.R.S. CORP EVENTS & PRIZES

TROOP/CREW SHOOTING SPORTS DAY

Sell \$650 and be invited to a Saturday shooting sports day at Hudson Rod and Gun Club in April 2015. Try new activities with this exclusive event for Boy Scouts and Venturers 11 & older.



TROOP/CREW ATV WEEKEND AT TOMAHAWK SCOUT RESERVATION

Earn an Exclusive ATV weekend
as a top selling scout ages 14-20.
Details on the web site.



HOW TO SELECT YOUR PRIZES USING THIS GUIDE

1. Calculate your total sales: _____ + _____ + _____ = _____
STORE FRONT(S) SALES SHEET(S) ONLINE SALES TOTAL SALES
2. Take your **TOTAL SALES** and find the highest prize level you have passed .
3. Choose ONE of the prizes with a black circle on that level. **PLUS** you will receive the bonus prizes on that level, see inside for Bonus Prize details. All Scouts who sell 1 item will receive the popcorn sale patch or pin.

EXAMPLE: if you sold \$1,250, you would go to Level SEVEN, chose a prize from that level (or one prize from any level below it) and let your Popcorn Chair know your selections.

4. **NOTE:** If your Troop/Crew does the cash option, you are only eligible for the Patch/Pin and the bonus prizes at your highest sale level.
5. Write down your prize choices here so you can let your Unit Popcorn Chair know what you have chosen.

Total Sold: _____ Prize Number: _____ Prize Description: _____

Bonus Prizes Earned: _____



www.STARSCORPS.com