



Popcorn Sale



Sale Dates: Sept 18—Oct 26, 2009

For more information go to:

- The Council's Website: www.grandcolumbiabsa.org
- Trails End Website: www.trails-end.com
- Call the Scout Office at (509) 453-4795 or Toll Free (800) 572-8603
- **Contact your District Executive by phone or email to get a log on to the popcorn system:**

Apple Valley	Fred Jepsen	509.662.5501	fred.jepsen@scouting.org
Chief Kamiakin	David Rolfe	509.654.6740	david.rolfe@scouting.org
Columbia Basin	Jim Blankenship	509.765.2524	jim.blankenship@scouting.org
Okanogan Valley	John Lubbers	800.572.8603	john.lubbers@scouting.org
Saddle Mountain	Jim Blankenship	509.765.2524	jim.blankenship@scouting.org
Skookum	Frank Villanueva	509.453.4795	frank.villanueva@scouting.org

Other Prizes you need to know about:

Go for the Gold Drawing

Set a sales goal and get entered for a **8" Portable DVD Player!** Just fill out the entry form with your sales goal and send it to the Scout Office for the October 2nd drawing. You can deliver your form in person, mail it, fax (509) 457-3222. or scan and email it to john.lubbers@scouting.org.

Scouts who sell \$1,500 or more receive an additional prize from Trail's End Popcorn Company. They may choose a \$50 gift card for Wal-Mart, Coleman, or Toy's-R-Us.

Scouts who sell \$2,500 or more are eligible to receive a college scholarship. See website for details.

Central Washington University Hat & Ticket to Wildcat Men's Basket Ball Game for completed "Fill It Up" form.

Send a copy of your fill it up form to the Yakima Scout Office. The Grand Columbia Council will be giving away a CWU Hat and ticket to a Wildcat Men's basket ball game to every Scout who completes a "Fill It Up" form with 25 unique orders or sells over \$500 during the Show N Sell. (Hats and Tickets will be distributed at the November Roundtable)

Plus there will be weekly drawing each Friday for one of these grand prizes and over 100 more smaller prizes:

- September 25** Bow and Arrow Kit from Bear Archery
- October 2** Telescope, Buck Knives
- October 9** Clock Radio & Binoculars
- October 16** Adventure Packs
- October 23** Razor Electric Scooter

Every time you complete a "Fill It Up" form you have another chance to win! Fax to (509) 457-3222 or email john.lubbers@scouting.org

'GO FOR THE GOLD DRAWING' Entry Form

Tell us how much popcorn you plan to sell and be entered in a drawing for a new

Portable DVD Player

It's simple: Just fax or mail your entry form to the Scout Office by October 1st and you will be on your way! Good luck on a great popcorn sale!!!

NAME: _____

PHONE: _____

PACK: _____ or TROOP: _____

MY POPCORN SALES GOAL: \$ _____

PRIZES I WANT: _____



8" DVD Player



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All Cub Scouts and Boy Scouts in the Grand Columbia Council are encouraged to participate in this annual sale.

Check with your Pack or Troop to see who is the unit's Popcorn Chairman and if the unit is selling as a unit.

If your Pack or Troop is not selling as a unit you can get a commission for the popcorn you sell or you can skip the commission and receive 4X the prizes. Another prize option is to receive Scout Bucks in the amount listed as a prize cards. (For example the Level 8 gift card is \$45 and your could get \$45 in Scout Bucks) that can be used to pay for camp or order merchandise from the Council Office.

Review with your parents the information in this packet to decide which prize or prizes you want to earn. Remember you can earn Scout Bucks to pay your way to camp next year.

Set a goal. Ask your leader for a sales goal or review the prize sheet with your parents and pick the prize you want to earn. Remember to enter the 'Go For The Gold' drawing for an **8" portable DVD player!**

Make a list of people you know who might buy popcorn and start to see them on September 18, 2009 when the sale starts.

Contact your District Executive to make sure they have your family in the popcorn system and **make sure your popcorn and prize order is entered no later than 4:00 pm on October 26**

Product will be delivered November 13, 2009.

Selling Tips for Scouts

ALWAYS wear your Scout Uniform. Everyone loves to see a Scout in uniform.

ALWAYS sell with a buddy and/or an adult.

ALWAYS act like a Scout, be polite and courteous.

ALWAYS have a pen so your customers can write down their order.

With a parent or Leader go to the Trails End website **www.trails-end.com** and then click on **Scouts** and take the online trainings on how to be safe and have a great sale!

Keep your order form clean and not wrinkled.

Ask your parents to take an order form to work with them to work and to pass it around.

Set a goal to fill up at least one order form.

Set a goal for how much popcorn you want to sell and enter the 'Go For The Gold Drawing.'

Not every home will buy so don't get discouraged.

Statistics show 2 out of 3 homes will buy Trails End Popcorn when asked.

HAVE FUN!!

Suggested Sales Talk

Hi, I'm Cub/Boy Scout _____ and I'm selling Trail's End Gourmet Popcorn to raise money for our Scout program. Please look at all the great popcorn on my order form. I will deliver after Nov 13th. What would you like to order? Thank You. (Make checks to your unit or family)

PLACE
STAMP
HERE



GO FOR THE GOLD DRAWING
GRAND COLUMBIA COUNCIL, BSA
12 NORTH 10TH AVE
YAKIMA WA 98902