

# Product Sales and Membership Kickoff 2025



PECATONICA RIVER POPCORN®



# Membership

## Best Practices for Recruiting (THE FIVE STEPS)

- 1) Info at Open House with a Scout's Help
- 2) Scout Talks and Flyers
- 3) Have a "Keep it Quick and Simple" Join Night
- 4) New Parent Orientation
- 5) First Fun Event



# Membership

## Open House

- Flyers that invite families to Join Night
- Have a Scout there to talk to the kids!
- Tri-folds or pictures of YOUR UNIT doing fun things
  - Sign in Sheet
  - WEAR YOUR “ASK ME” SHIRT!



# Membership

## Scout Talks

**PLEASE CALL YOUR SCHOOL  
AND ASK THEM IF WE CAN COME  
TALK TO THE KIDS.**

**Cafeteria or in the Classroom.**

**LET YOUR DE/DD KNOW WHEN.**



# Membership

## Join Night

- 30 Minutes
- Stand Alone Meeting
- Something fun to take the kids away (Ask your local Scouts BSA Unit for Help)
  - Tell them Why, What, and How
    - **Ask them to Sign up**
  - **\$85 online only from 8/15-9/30**



# Membership

## New Parent Orientation

- Parents only social event
- Get them through the full what you need
  - Go through the minutia as asked
- Ask what they love to do with their kids (use the talent survey!)
- Watch for the Eyes to light up & **GET THEM INVOLVED**



# Membership

## FIRST FUN EVENT

- Show off the program!
  - Fishing
  - Bobcat Adventure
  - Hike a nearby park
  - MAKE IT FUN



# Membership

One Last Thing

(And Maybe the Most Important Thing)

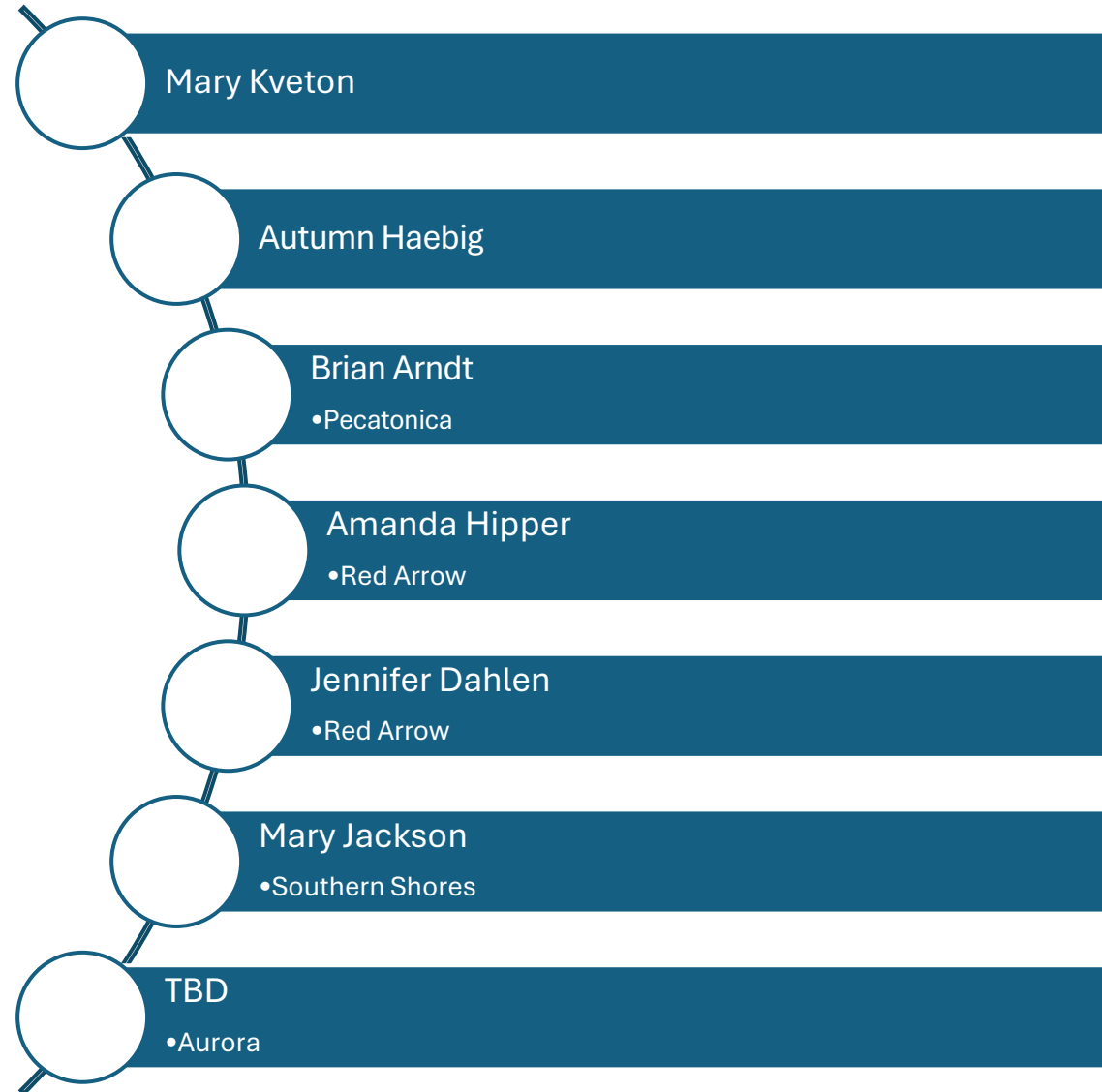
Take Care of Your Charter Partner

It is a lot easier to ask for help in terms of meeting space and scout talks with someone who receives service from you unit.





# Introduction



# WREATHS



# Sign up to Sell

## First

- Sign up with Three Harbors Council.

## Second

- Sign up with Northwoods Wreaths.
  - Once you create a login, there is a 24 hour wait for approval.



# The Sale: August 22 – October 24

- Family & Friends
- Door to door
- Businesses
  - Banks
  - Car Dealerships
  - Churches
- Orders placed by October 29th on Northwoods site.



# Blitz Weekend: September 19-21

## Fallen Hero Wreaths

- \$20 each
- Yes, they are included in the 20% commission.
- Wreaths are distributed directly to the cemetery.
- Top 5 Sellers receive a \$100 Amazon Gift Card.



# Fallen Hero Ceremony: December 6

## Southern Wisconsin Veterans Memorial Cemetery in Union Grove



# Wreath Distribution

- Top 6 units with total retail sales of \$6,000 delivered to your unit.
- Pick up at State Fair Park November 15.
  - Enter at Gate 5 on 84<sup>th</sup> street.
- Missing or Damaged
  - Let us know as soon as possible – by November 21.
  - All exchanges are made at State Fair.



# Payment

- Invoices are emailed to you from Three Harbors Council.
  - Look for them November 25.
- Make one check out to Three Harbors Council.
  - Have your invoice with you.
- Mailed or in person at either Scout Service Center.
- Payment due December 8.





# Commission

- 20% on retail total for each unit.
- The invoice you pay to Council is minus your commission.
- Additional 5% commission earned if the unit attends this training and pays on time.
  - This commission will be deposited in the unit account before year's end.



# Prizes

*All prizes come from Three Harbors Council*

- Visa Gift Cards are earned at different sales levels
  - ✓ \$500 - \$1499 = \$50
  - ✓ \$1500 - \$2499 = \$150
  - ✓ \$2500+ = \$250
- 1K Club – **NEW** this year for Wreath sellers.
- Top Seller Club – Those Scouts who sell \$1500+ will qualify.



# Questions?



# POPCORN



# Sign up to Sell

## First

- Sign up with Three Harbors Council.

## Second

- Sign up with Peconica.



# Pecatonica Site

pecatonicariverpopcorn.com



PECATONICA RIVER POPCORN

[About Us](#) [Resources](#) [Training Videos](#) [Nutrition Information](#) [Contact Us](#)

POPCORN WITH PURPOSE

## Fueling Adventures. Funding Futures.

Offering custom-tailored programs and premium popcorn that help Scouts dream bigger and go further.

[Account Login](#) ^

**MyPRPopcorn**

Scout & Families, Track Online Sales

**Kernel Tracker**

Kernel Tracker, Manage Inventory & Site Locations

**Scout Boss**

Place Unit Orders, Order History

# Which is What?

## **MYPRPopcorn (Promote Online/Track Sales)**

- **Family receive a link when their Scout is signed up**

## **Kernel Tracker (Manage Unit Inventory/Sites)**

- **Access via the unit dashboard for the first time.**
- **Once you have a login you can bypass the dashboard**

## **Scout Boss**

- **Main system where unit orders will be placed**



# Resend Seller Id

Event Date	End Date	Event Name	Event Details
8/23/2025	11/1/2025	Sale - overall	Calendar dates from first of sale
9/12/2025	9/12/2025	Product Return #1	First of three dates for return unwanted product. Must be full cases of sale
9/11/2025	9/11/2025	Early Bird Sale ends & Orders due	Early bird sale ends are due to council. Orders to be filled within a week
7/24/2025	7/24/2025	Popcorn Kernel Rally	Popcorn Kernel Rally

Send seller id email

- click “edit” to the right of Scout name
- Click “update”
- Seller id email is sent to family

District	Unit Type	Unit Number	Scout Name	Seller ID	Email
--Any--	--Any--				

District	Unit Type	Unit Number	Seller ID	First Name	Last Name	Email	Date Added	Inactive	Email Sent
Arrowwood									
Crew									
		6310	0M9AEI	Alexander	Sherer	riflesafety@gmail.com	4/24/2025	No	Edit
		6310	J4GHG6	Samuel	Faber	teresaafer@gmail.com	4/24/2025	No	Edit
		6310	ALNVGZ	Justin	Reynolds	kimbra_allis@yahoo.com	4/24/2025	No	Edit
		6310	DKMYZS	Ezekiel	Eckleberry	huck08@woh.rr.com	4/24/2025	No	Edit
		6310	YZOCII	Kenneth	Eckleberry	huck08@woh.rr.com	4/24/2025	No	Edit





# The Sale: August 22 – October 12\*

- **Show and Sell**
- **Take Order**
- **Online Sale\***
  - **Starts August 1**
  - **Ends November 16**



# The Sale: Show & Sell

- Starts August 22 – Distribution day.
- Orders must be in by Tuesday, August 5.
- Orders must be made in CASES.
  - Festival – Will not start until August 29<sup>th</sup> (Labor Day Wknd)
  - Pick and Save
  - ASK NOW: Banks, Menards, Ace Hardware, Farm and Fleet, Beer Gardens, School sports games, Churches, Homes for aging in Place.



# The Sale: Take Order

- Door to door
- Call your family and friends.
- Use Take to Work tents.
- Orders are due October 15.
- When placing orders, mark how many CONTAINERS you need.



# The Sale: Online

8/1-11/16



Shop our product mixes today - or support the military with our **MILITARY DONATION**



**Trustworthy Duo**

**Loyal Favorite**

**Friendly Bundle**

**Kind and Spicy Combo**

**Courteous Cluster**

**Helpful Mix**

**Obedient Blend**

**Cheerful Variety**

**Thrifty Brew**

**Brave Medley**

**Clean Classic**

**Reverent Collection**

[WWW.PRPOPCORNSTORE.COM](http://WWW.PRPOPCORNSTORE.COM)



# 3 APPS TO MANAGE YOUR SALE



## MY PRPOPCORN

App used to promote online sales at the Scout level through social media. **\*2025 ENHANCEMENTS\***



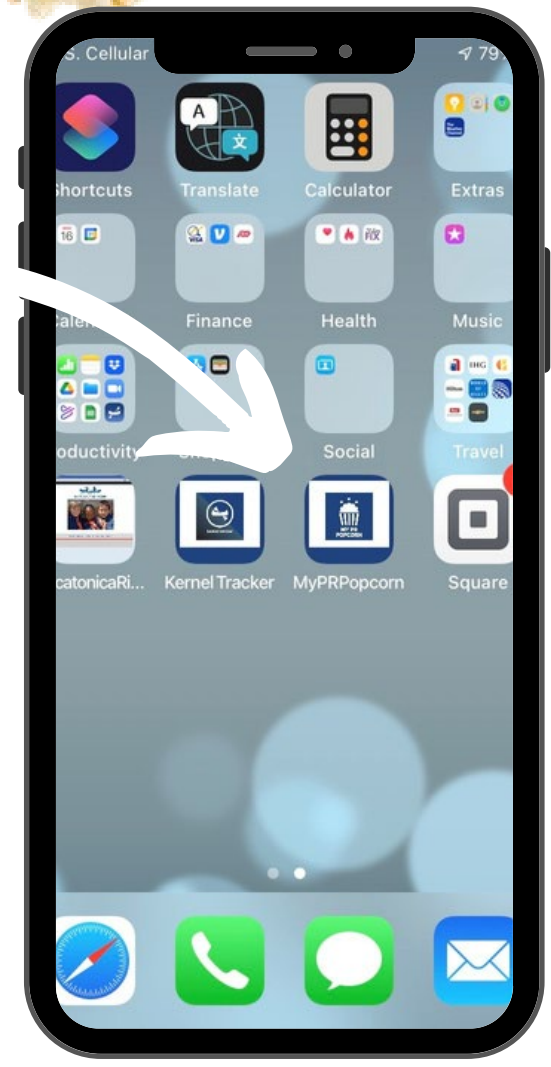
## KERNEL TRACKER

App designed to manage unit level inventory down to the Scout level. **\*2025 ENHANCEMENTS\***



## SQUARE READER

Money collection app to allow for the collection of credit cards.



# Blitz Weekend: September 5-7

- Only popcorn sold at this time will qualify.
  - Show and Sell
  - Take
  - Online
- Submissions due on September 9.
- Scan and email results to  
[Popcorn@ThreeHarborsScouting.org](mailto:Popcorn@ThreeHarborsScouting.org)
- Top 5 sellers receive a \$100 Amazon Gift Card.



# Returns

- Fill your Take Order with leftovers from Show and Sell.
- Submit your Return count in Pecatonica.
- Return your popcorn on October 17 and 18.
- No damaged or opened containers will be accepted.



# Final Order

- Submit your 'take order' in Pecatonica by October 15.
- Distribution is November 7





# Late Orders

- Submit on Pecatonica under 'late order'.
- Depending when you placed your late order, it may or may not be on your invoice.
- If not, a separate invoice will be sent.



# Missing/Extra/Damaged

Contact me!

Popcorn@ThreeHarborsScouting.org



# Payment

- Invoices are emailed to you from Pecatonica on November 11.
- Make one check out to Three Harbors Council.
- Mailed or in person at either Scout Service Center.
- Please have the invoice with you!
- Payment due **December 1**



# Commission

- 28% on retail total base commission.
- Additional 2% for attending training.
- Additional 2% for earning prizes.
- Additional 2% for paying your invoice on time!
- The invoice you pay to Council is minus your commission.



# Commission

- Online commission will be the same.
- Online Sale commission is received in real time and will be taken off your invoice.



# Prizes: Prize Brochure

- Keller Marketing is the company we go through.
- Enter your prizes on the Pecatonica site.
- Look for the 'Prize Porthole' button.
- Order patches here too – even if your unit has opted out of prizes!



# Prizes: Pecatonica

- Winner's Circle
- \$3000 in sales
- Orders placed on the Pecatonica site.



PECATONICA RIVER POPCORN®



# Prizes: Three Harbors Council

- 1K Club
- Top Seller Club

Scouting  America™  
Three Harbors Council





# Three Harbors Council Product sale website

- Product Sale Periodical
- Popcorn Resources
- Wreath Resources
- 1K Club sign up
- Top Seller Sign up

**Scouting**  **America**<sup>™</sup>  
Three Harbors Council



# Fund the Scouting Journey

## Scout Wants To Earn

	<u>28%</u>	<u>30%</u>	<u>32%</u>	<u>34%</u>	<u>20% + 5%</u>
<b>\$350</b>	\$1,250	\$1,167	\$1,094	\$1,030	\$1750+87.5
<b>\$400</b>	\$1,430	\$1,335	\$1,250	\$1,176	\$2000+100
<b>\$500</b>	\$1,785	\$1,667	\$1,563	\$1,471	\$2,500+125
<b>\$1000</b>	\$3,570	\$3,333	\$3,125	\$2,940	\$5,000+250
<b>\$3000</b>	\$10,714	\$10,000	\$9,375	\$8,825	\$15,000+750



# Fund the Scouting Journey

## Popcorn in 2024 our Scouts sold:

125 - \$1000+

105 - \$1250+

58 - \$1500+

25 - \$2000+

18 - \$3000+

## Top Sellers

\$7657

\$6029

\$4104

\$4043

## Wreaths in 2024 our Scouts sold:

22 - \$1000+

13 - \$1500+

1 - \$2000+

1- \$2500+

1 - \$3000+

## Top Sellers

\$3061

\$2539



# QUESTIONS?

