



Welcome to the
2020 Product
Sale Kick-Off!



2020 Product Sale Kick-Off – Camp Masters' Products

Premium Tin - Chocolate Caramel, Sweet & Salty Kettle, & Butter Toffee Caramel - 31 ounce	1	\$45		X
3 Way Cheesy Cheese Tin - 15 ounce	1	\$35		X
Supreme Caramel Crunch w/Almonds, Pecans, & Cashews Tin - 18 oz.	8	\$25	X	X
22 Pack Movie Theater Extra Butter Microwave Popcorn	6	\$25	X	X
Chocolate Drizzled Caramel Popcorn Tin - 14 ounce	8	\$25		X
14 Pack Extra Butter Roasted Summer Corn	8	\$15	X	X
White Cheddar Cheese Tin - 5 ounce	8	\$15	X	X
12 Pack Sweet & Salty Kettle Corn Microwave Popcorn	8	\$15		X
Purple Popping Corn Jar	6	\$12		X
Caramel Corn Bag - 10 ounce	8	\$10	X	X
Military Donation	—	\$50		X
Military Donation	—	\$30		X



2020 Product Sale Kick-Off – Whitley's Products

Troops Salted Virginia Peanuts - 12 ounce	12	\$15	X	X
Troops Honey Roasted Virginia Peanuts - 12 ounce	12	\$15	X	X
Dark Chocolatey Covered Almond Clusters - 10 ounce	12	\$20		X
Salted Jumbo Cashews - 12 ounce	12	\$20	X	X
Dark Chocolatey Covered Peanut Clusters - 24 ounce	12	\$38		X
Milk Chocolatey Covered Peanut Clusters - 10 ounce	12	\$15		X
Whit's Party Mix (formerly Party & Pub Mix) - 18 ounce	12	\$24		X
Honey Cinnamon Almonds - 13 ounce	12	\$23		X
Homemade Peanut Brittle - 10 ounce	12	\$15	X	X
Country Dill Pickle Virginia Peanuts - 12 ounce	12	\$15		X
Salt & Ground Pepper Virginia Peanuts - 20 ounce	12	\$20	X	X



2020 Product Sale Kick-Off – Dates

Show & Sell Orders Due	by July 27, 2020
Show & Sell Distribution	August 20, 2020
Show & Sell Returns – HMC Office	October 13-14, 2020
Show & Sell Returns - HMSR	October 13, 6-8 PM
Take Order, Prizes, Special Incentives and 1st Payment Due	by October 16, 2020
Take Order Distribution - Reading	November 5, 2020
Take Order Distribution - Pottsville	November 6, 2020
Payment Due	November 30, 2020
Top Seller Celebration - HMSR	April or May, 2021



2020 Product Sale Kick-Off – Transfers

HAWK MOUNTAIN COUNCIL

BOY SCOUTS OF AMERICA

2020 PRODUCT SALE INVENTORY TRANSFER FORM

Each party participating in an inventory transfer should fill out their respective portion of this form and retain a copy for their records. It is the responsibility of the transferring unit to submit this form to Ann Brugger at ann.brugger@scouting.org immediately following the transaction. Transfers occurring after November 6, 2020 cannot be adjusted on unit invoices.

This form is found on page 14 of the Product Sale Guidebook and will be available at HMC-BSA as a fillable pdf. Additionally, you will receive a hard copy of the form with your Product Sale packet.



2020 Product Sale Kick-Off – Returns

- Returns are due October 13 & 14 at the Council Office or on October 13 from 6:00-8:00 PM at Hawk Mountain Scout Reservation.
- You may return 50% of your Show & Sell order.
- This year, you may return full OR partial cases. No items with price stickers may be returned.



2020 Product Sale Kick-Off – Military CSP





2020 Product Sale Kick-Off – Prizes

- Prizes for Cub Scouts and Scouts, BSA
- Top Seller Movie Event at Hawk Mountain Scout Reservation for Scouts who sell \$1,000 +
- Knoebel's tickets or HMSR gift certificate for Scouts who sell \$1,500+



2020 Product Sale Kick-Off – Roger Sams – Whitley's





2020 Product Sale Kick-Off – Doug Dent – Camp Masters





2020 Product Sale Kick-Off – Commission Structure

30% = Base Commission Rate on total sales (popcorn and nuts)

+ **1%** = attend Michael Beck sales training and/or Product Sale Kick-Off

+ **2%** = pay half of Show & Sell invoice by October 16, 2020.

+ **1%** = pay entire invoice by November 30, 2020.

34% = the maximum commission that can be earned.



2020 Product Sale Kick-Off – Coronavirus Precautions

- ◇ **Wear a mask.**
 - ◇ **Limit of 3 Scouts and 2 adults at any location.**
 - ◇ **Wash hands often.**
 - ◇ **Clean surfaces frequently.**
 - ◇ **Use hand sanitizer regularly.**
 - ◇ **One person handles all financial transactions.**
 - ◇ **Maintain social distance.**
 - ◇ **Laminate a few take order forms.**
- Additionally, if going door to door:**
- ◇ **Use the buddy system or work with an adult.**
 - ◇ **Do not enter buyer's house.**



2020 Product Sale Kick-Off – Hawk Mountain Council Masks!





Show & Sell
Discussion and
Questions