



Welcome to the 2024 Product Sale Kick-Off!

For up to the minute information,
please follow us on Facebook:
HMC Product Sale.





Show & Sell –
Redner's, Cabela's,
Rutter's and
more!





2024 Product Sale Kick-Off – Redner’s, Cabela’s, and Rutter’s Sign-Ups



Redner’s
Sign-Ups



Cabela’s
Sign-Ups



Rutter’s
Sign-Ups





2024 Product Sale Kick-Off – Show & Sell Ideas



Kick-Off – taste product, set goal, practice sales pitch

Highlight Successes!

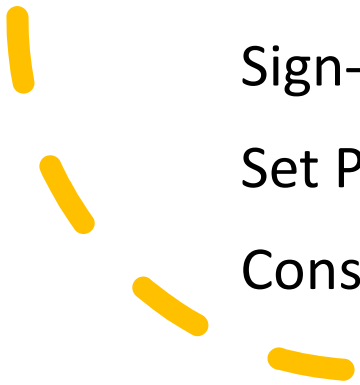
Advertise your sale times & locations through Social Media

Creative Sale Locations

Sign-Up Genius for parents/Scouts to choose location(s)

Set Participation Expectation for each Scout

Consider a consignment sale





2024 Product Sale Kick-Off – Sales Methods

Show & Sell – setting up in a high traffic area and selling product

Show & Deliver – taking product and an order form door to door

Take Order – selling via the order forms

Online – via prpopcornstore.com. This is a good method for reaching family and friends that live out of the area. Pecatonica's website opens on August 1, 2024.





2024 Product Sale Kick-Off – Pecatonica River Popcorn Products



Product	# Per Case	Retail Price Per Each	Show & Sell	Take Order
Yellow Popping Corn - 2 lbs.	8	\$10	X	X
Classic Caramel Corn - 8 oz.	8	\$10	X	X
15-Pack Butter - Microwave	8	\$20	X	X
15-Pack Kettle Corn - Microwave	8	\$20	X	X
Cheddar Cheese - 7 oz.	8	\$20	X	X
Jalapeno Cheese - 7 oz.	8	\$20	X	X
Kettle Corn—10 oz.	8	\$20		X
Caramel with Sea Salt Tin - 15 oz.	8	\$25	X	X
Peanut Butter Cup Tin - 15 oz.	8	\$25	X	X
Classic Trio Tin - 19 oz.	1	\$30	X	X
Cheese Lover's Tin - 20 oz.	1	\$40		X
Chocolate Lover's Tin - 55 oz.	1	\$60		X
Military Donation	—	\$30		X
Military Donation	—	\$50		X





2024 Product Sale Kick-Off – Pecatonica River for Show & Sell



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2024 Product Sale Kick-Off – Whitley’s Nuts Products



Product	# Per Case	Retail Price Per Each	Show & Sell	Take Order
Honey Roasted Virginia Peanuts - 20 oz.	12	\$33		X
Honey Cinnamon Almonds - 13 oz.	12	\$30		X
Salted Jumbo Cashews - 12 oz.	12	\$30	X	X
Salted Virginia Peanuts - 20 oz.	12	\$28	X	X
Dark Chocolatey Covered Almond Clusters - 10 oz.	12	\$27		X
Whit’s Party Mix - 10.5 oz. - New Size!	12	\$25		X
Virginia Trail Mix - 14 oz. - New Item!	12	\$25		X
Dark Chocolatey Covered Peanut Clusters - 10 oz.	12	\$22		X
Milk Chocolatey Covered Peanut Clusters - 10 oz.	12	\$22		X
Homemade Peanut Brittle - 10 oz.	12	\$22	X	X
Honey Roasted Virginia Peanuts - 12 oz.	12	\$21	X	X
Salted Virginia Peanuts - 12 oz.	12	\$20		X
Salt & Ground Pepper Virginia Peanuts - 12 oz.*	12	\$20	X	

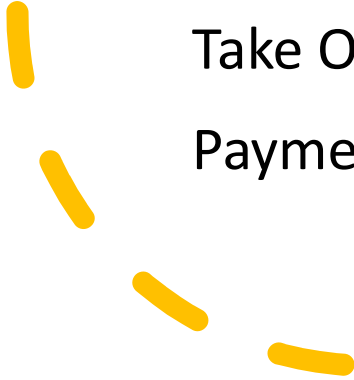




2024 Product Sale Kick-Off – Dates



Show & Sell Orders Due	by July 23, 2024
Show & Sell Distribution	August 15, 2024
Show & Sell Returns – HMC Office	October 10 and 11
Take Order, Prizes & 1 st Payment Due	by October 15, 2024
Take Order Distribution	November 7, 2024
Payment & Special Incentives Due	November 27, 2024





2024 Product Sale Kick-Off – Ordering Product

Popcorn and nuts are ordered through the Pecatonica River website, prpopcorn.com. The Pecatonica River Scout Boss Guide for Unit Kernels can be found on our Council website at hmc-bsa.org. Our Council Key is 528HMC.

For Show & Sells, please order product by the full case.

Most popcorn is sold in cases of eight. Classic Trio, Cheese Lover's, and Chocolate Lover's are each sold in individual boxes.

All nut products are sold in cases of twelve.

For Show & Sells, your unit may order up to two cases of Salt and Ground Virginia Peanuts. This item may not be returned.





2024 Product Sale Kick-Off – Ordering Product continued

Please submit transfer forms for transfers between units promptly.

For Take Order, as with Show & Sell, popcorn and nuts will be ordered through the Pecatonica River website, prpopcorn.com. Our Council key is 528HMC.

Use leftover Show & Sell product to fill Take Orders before you do your return.

Take Order items may all be ordered by the individual bucket, box, can, or tin.



2024 Product Sale Kick-Off – Product Transfer

2024 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 1, 2024 cannot be adjusted on unit invoices.

This form is found on page 15 of the Product Sale Guidebook and is available at hmc-bsa.org as a pdf.





2024 Product Sale Kick-Off – Product Returns

- Returns are due October 10 & 11 at the Council Office.
- You may also coordinate a return with your District Kernel or District Executive, but it must be done by October 11th.
- You may return up to 50% of your Show & Sell order.
- You may return full OR partial cases. No items with stickers may be returned.





2024 Product Sale Kick-Off – Safety

For Show & Deliver or Take Order:

- ◇ Use the buddy system or work with an adult.
- ◇ Do not enter a buyer's house without an adult partner.
- ◇ Always walk on sidewalks and use crosswalks.
- ◇ Follow traffic signs and rules when walking or biking.
- ◇ Make sure an adult partner helps you cross the street.





2024 Product Sale Kick-Off – Military Patches

Scouts may earn their choice of a prior year military CSP by selling a military donation of \$30 or \$50. Military CSPs will be ordered through Keller marketing. Center patches may be purchased in the Council Store or the Trading Post at HMSR for \$5.00 each. Consider offering the center patch as an extra incentive for Scouts.





2024 Product Sale Kick-Off – Prizes

- Prizes through Keller Marketing.
- Pecatonica River Winner's Circle for all Scouts that sell over \$3,000 worth of POPCORN!
- Knoebel's tickets or HMSR gift certificate for Scouts who sell over \$1,500 worth of product.
- New this year – any Scout that sells over \$4,500 worth of popcorn and nuts will receive a free week of summer camp at Hawk Mountain Scout Reservation in 2025!





2024 Product Sale Kick-Off – Jonathan Hewitson – Whitley’s





2024 Product Sale Kick-Off – Cash Handling Best Practices

- Have a money box and starting cash. Do not leave the cash box unattended.
- Keep cash organized by denomination & put excess cash in a safe location.
- Use a take order form or sales log to record sales transactions immediately.
- Count cash in a secure location with a second adult. Promptly deposit cash or deliver it to the unit treasurer.
- Reconcile cash-credit-checks with the sales log at the end of each sales day.
- Do not reimburse anyone from cash on hand. Gather receipts for expenses and deliver them to the unit treasurer for reimbursement.
- Provide training for unit volunteers so that all are following the same procedures.





2024 Product Sale Kick-Off – Commission Structure

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

+ **1%** = attend a Product Sale Kick-Off

+ **2%** = pay half of Show & Sell invoice by October 15, 2024.

+ **1%** = pay entire invoice by November 27, 2024.

34% = the maximum commission that can be earned.

Online sales of popcorn will earn a commission of **31%**.





2024 Product Sale Kick-Off – Product Sale Bag Contents

- Guidebook – contains a copy of the Transfer form
- Ideas & Resources



TASTING KITS

Scouts taste product and share their experience with customers.



DOOR HANGERS

To allow more decision-making time, leave a door hanger with the customer to collect the order later.



TAKE-TO-WORK TENTS

Display your popcorn at a high-traffic area like your workplace to boost sales easily!



SALES FLYERS

Scout takes the flyer door to door to collect orders. Form has spaces for up to 30 names.





2024 Product Sale Kick-Off – Brian Arndt – Pecatonica River Popcorn



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2024 Product Sale Kick-Off – Online Popcorn Sales

- ◇ Sell at prpopcornstore.com.
- ◇ It's easy – we never touch the product.
- ◇ Advertise on social media and reach out of town family.
- ◇ Customers can search by Scout name, Council, or unit if they do not have the Scout's Seller ID.
- ◇ Items and pricing are the same as last year.
- ◇ Online store open on August 1, 2024.



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2024 Product Sale Kick-Off – Using MY PRPOPCORN



**UNIT KERNEL SIGNS
SCOUTS UP FOR A FOR
SELLER ID**

Send a registration email from “Pecatonica River Popcorn” (pops@prpopcorn.com) to each Scout with the subject “Boy Scouts of America Online Popcorn Sale”



**SCOUTS CREATE A
PROFILE**

Scouts: Click “Register Now” in the email from step one to get to the MYPRP platform and create a profile. Each Scout should include a picture & video to drive success with a complete profile!



SHARE THE LINK!

Scouts share to Facebook, X, Email and/or Text by clicking the share buttons at the top of their profile page.



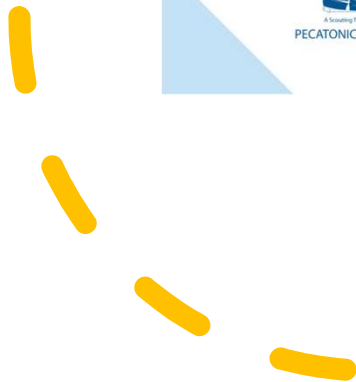
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2024 Product Sale Kick-Off – Ordering Product continued

Pecatonica’s website has useful tutorials. Click on “Helpful Tips” at the bottom of the Dashboard page.





Questions?
Thank you for joining
us this evening. We
wish you a successful
sale!

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