

2020 POPCORN AND NUTS SALE

BATTLEFIELD TRAINING AT FREEDOM VALLEY CHURCH



WELCOME TO THE SALE!

- COVID-19 Considerations
- Keys to a Successful Sale
- New Sales Types
- Placing Your Unit Order
- Mobile App
- PayAnywhere and Credit Card Readers
- We are here to help!

COVID-19 CONSIDERATIONS

- Dedicated to the safety of our Leaders, Scouts, families, and customers
- Products are safe!
- Will likely be challenges to some Show and Sell locations
- New Selling Methods to address COVID-19 Concerns
- Changes to Show and Sell Order Quantities and Return Policy
- Safety Procedures for Show and Sell and in-person sales

COVID-19 CONSIDERATIONS

- Show and Sell Locations
 - Reach out to locations early, you may need to follow up later as well
 - It is likely that some locations will not allow Scouts to sell
 - Many local community events have been canceled
 - Think outside the box
 - Is there somewhere in your community where every group has a chicken barbeque?
 - Are there places that are highly visible to traffic and community members?
 - Can you do a Show and Sell at your chartered organization?
 - Can you do a Show and Sell before or after a local church service?
 - Be creative!

SALE METHODS

- New Sale Methods
 - Consignment Show and Sell Option
 - Scout Delivery Take Order Option
- Encourage Online Sales
 - Popcorn Online Sales System
 - Nuts Online Sales System



CHANGES TO SHOW AND SELL



- Due to COVID-19
 - You can initially order 40% of your entire order last year
 - You can only return 25% of the products that you initially order for Show and Sell
 - Units that typically do not have a strong Show and Sell or typically sell a smaller amount of product should consider the Consignment Show and Sell Option

COVID-19 SAFETY CONSIDERATIONS

- Anyone that has been exposed or suspects they have been exposed to COVID-19 should not participate until they have confirmed they are not infected with COVID-19
- Take everyone's temperature before they arrive at the Show and Sell or have families take temperatures before they arrive
- Everyone needs to wear a face covering and ideally gloves
- No more than 3 kids and 2 adults should be at any single selling location
- Always wash your hands minimum of 20 seconds

COVID-19 SAFETY CONSIDERATIONS

- Use hand sanitizer regularly, especially after customer transactions
- Clean surfaces frequently with a disinfectant wipe or hand sanitizer
- Assign one individual t handle all money transactions and one to handle all product
- Use signs to help inform customers you're fundraising and provide directions for safe interactions between Scouts and customers
- Do not shake hands with customers and maintain social distance to them

COVID-19 SAFETY CONSIDERATIONS

- Do not have open food or drinks in the area. Do not share drinks, cups, or utensils. Do not provide customer samples.
- If you have to sneeze or cough do it away from the booth and other people. Remember to sneeze or cough into your elbow.
- When possible, avoid engaging with anyone exhibiting symptoms.

KEYS TO A SUCCESSFUL SALE



- Set Your Sales Goals
- Conduct a Fun and Exciting Kick-off
- Communicate with your Scout
 Families
- Use Unit Incentives
- Participate in All Methods of Selling

CONSIGNMENT SHOW AND SELL OPTION

- Designed especially to help smaller units or units that hold only a couple of Show and Sells
- Instead of placing a Show and Sell Order, place a Consignment request
- Order a \$1250, \$2500, or \$5000 sale package
- Product mix will be of our best-selling items
- Select the date you will pick up the order
- Product is out for 2 weeks and then must be returned

CONSIGNMENT SHOW AND SELL

- No limit to the number of Consignment requests
- Products can be picked up and returned at either the York Service Center or Camp Tuckahoe
- Can return 100% of products unsold
- Payment is due at the end of the sale, not the end of the Consignment weekend
- Some products may not be available towards the end of the sale

SHOW AND SELL ORDER VS CONSIGNMENT

- Units can still place a traditional Show and Sell Order
- Show and Sell Orders must be picked up August 14 and units must do returns
 October 14-17
- Show and Sell Orders are limited to 40% total last year's sale in initial order
- Show and Sell Orders can only return 25% of their order
- If you place a Show and Sell Order and run out of product, you can reorder product from our consignment supply. It won't count against your 25%. You also won't have to return it until October returns.

SCOUT DELIVER TAKE ORDER

- It is kind of like Online Ordering with no shipping cost and the full product line up
- Scouts can invite friends and family to order popcorn and nuts online at shopnbof.com
- Orders will be taken through the sale to be delivered with your Take Order
- Customers will be able to select unit and Scout
- We will communicate sales to unit kernels
- Orders should be placed with the Unit's Take
 Order

SCOUT DELIVER TAKE ORDER

- Scouts will receive the orders with their Take Order and then will deliver to the customer
- Orders will be processed through the New Birth of Freedom Council and the New Birth of Freedom Council WILL NOT pass along the credit card fees to the unit
- All sales will be added as a credit to the unit's final invoice
- All sales count towards a Scout's total sale and prizes
- All sales count towards a Unit's total sale
- Orders outside the immediate community should be asked to order through either the popcorn or nuts online ordering system

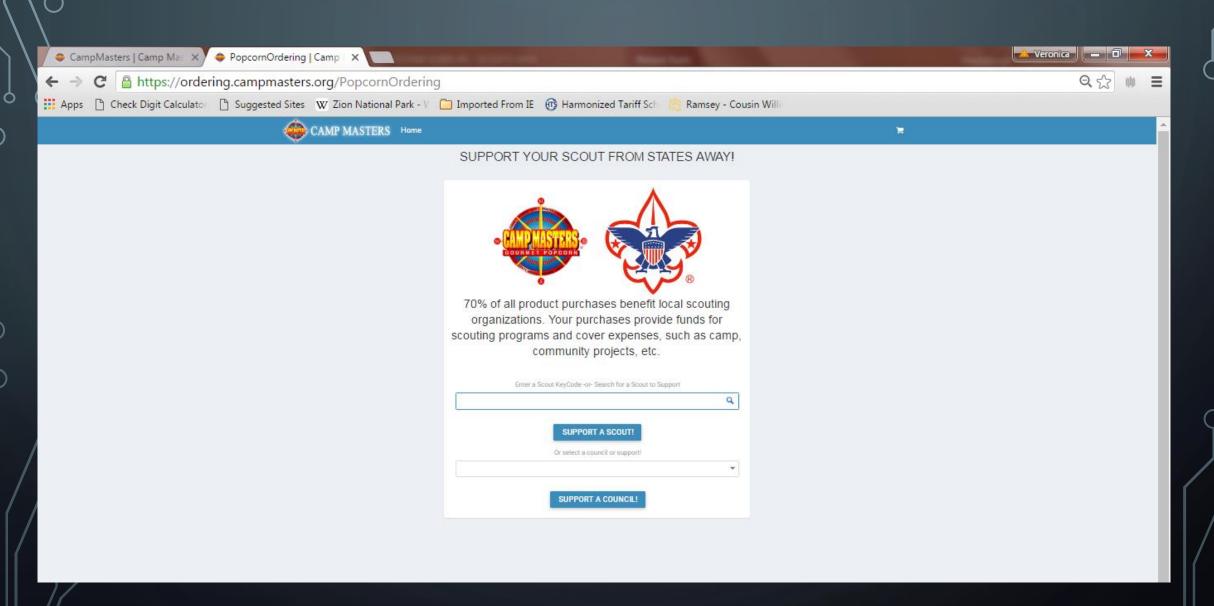
ONLINE ORDERS

- Not necessarily new but will be more important with this year's sale
- Online orders count towards unit and Scout totals
- Orders ship anywhere in the country so is a great opportunity to sell to friends and family far away

ONLINE POPCORN

- www.popcornordering.com
- Consumer will be emailed order confirmation
- Order is shipped directly to consumer
- Payment is made to the ordering system; Scout does not have to deliver product or take payments
- Scout receives credit for the sale
- "Free" Shipping Cost of shipping is built into the product

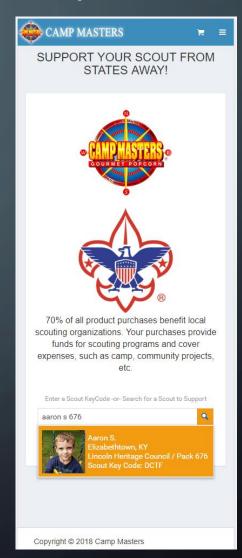
WWW POPCORNORDERING.COM - SCOUTS SELL ONLINE ORDERS SHIPPED DIRECTLY TO THE CUSTOMER —Below is what Consumers will see:



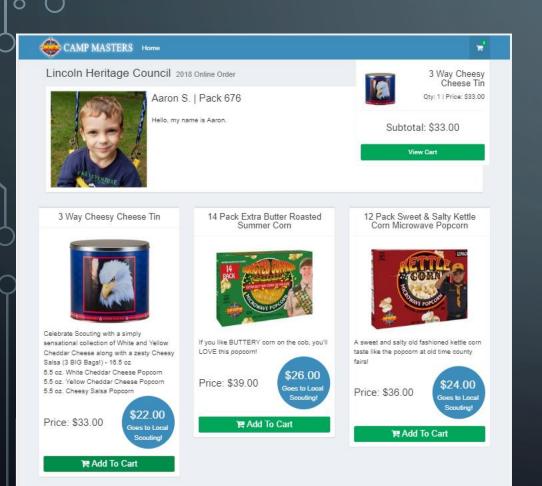
Scout "look up" from a laptop or tablet.



Scout "look up" from Mobile device



www.popcornordering.com WHEN THE CONSUMER ENTERS THE **KEYCODE OR "FINDS" THEIR SCOUT,** THEY WILL SEE SCOUT INFORMATION & THE PRODUCTS TO ADD TO CART



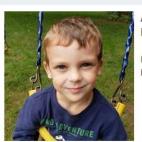
CONSUMER VIEW IF USING A MOBILE DEVICE



-

Lincoln Heritage Council

2018 Online Order



Aaron S. I Pack 676

Hello, my name is Aaron.

3 Way Cheesy Cheese Tin



Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa (3 BIG Bags!) - 16.5 oz

5.5 oz. White Cheddar Cheese Popcorn

5.5 oz. Yellow Cheddar Cheese Popcorn

5.5 oz. Cheesy Salsa Popcorn

Price: \$33.00

\$22.00 Goes to Local Scouting!

Add To Cart

OUR ONLINE PRODUCTS

- Small Caramel Popcorn Two Pack \$40
- Supreme Caramel with Almonds, Pecans & Cashews \$35
- Chocolate Drizzled Caramel \$35
- Sea Salt Popcorn \$30
- White Cheddar Popcorn \$30
- Movie Theater Extra Butter and Chocolate Drizzled Caramel \$75
- Small Caramel and White Cheddar \$40
- Small Caramel and Supreme Caramel \$50
- Movie Theater Extra Butter and \$30 Military Donation \$75



OUR ONLINE PRODUCTS CONTINUED

- \$50 Military Donation and Sea Salt Popcorn \$65
- \$25 Military Donation and Caramel Popcorn \$45
- \$25 Food Bank Donation
- \$50 Food Bank Donation
- \$25 Military Donation
- \$30 Military Donation
- \$100 Military Donation



ONLINE SALES — SCOUT ACCESS

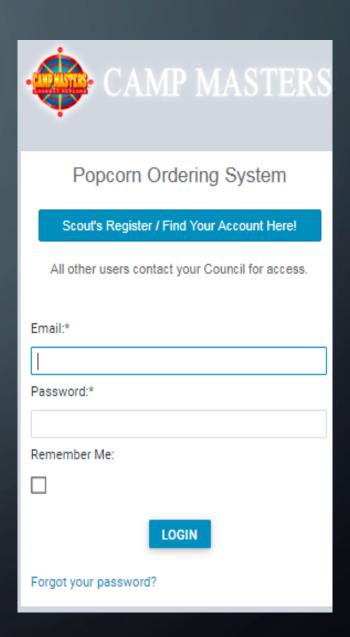
- Scouts can create a custom profile for use electronically or on social media
 - Profiles can include photos, goals, progress reports
 - Scouts can track the progress of their sale and see who has purchased
- In order for a Scout to sell online, they must either:
 - Have the Popcorn Kernel email them their Single-Sign On Link
 - Or Self Register
- By virtue of setting up an account, a Scout CAN also enter Take Orders for customers. Please make sure that Scouts understand the difference and communicate how those Take Orders will be placed

SCOUTS: SELF-REGISTER OR "FIND" YOUR SCOUT ACCOUNT

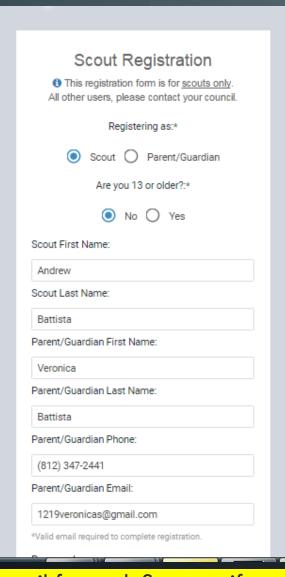
EXISTING SCOUTS ACCESS DIRECTLY TO THE CM ORDERING SITE WITH THE "EMAILED SINGLE SIGN-ON" LINK FROM YOUR UNIT LEADER. IF YOU DO NOT RECEIVE AN EMAIL, ACCESS VIA www.campmasters.org OR www.orderingcampmasters.org FOR THIS SIGN ON PAGE

CLICK THE BLUE LINK - NEW SCOUTS TO SELF-REGISTER; CURRENT SCOUTS CAN "FIND" THEIR ACCOUNT BY CLICKING THIS LINK.

If you forgot your password or your link no longer works, click on "Forgot your password?" you will need to enter your email address and hit send, the system will send a link to your email address to set up a password.



Fill in all required fields to Self Register or to Find your Scout Account. Click "Continue" when finished.



12190	veronicas@gmail.com
*Valid en	mail required to complete registration.
Passwo	ord:
	•••
*Passwo	ord must be at least 8 characters long. ord must have at least one uppercase character. ord must have at least one number character. ord must have at least one symbol character.
Confirm	n Password:
	9sjx
	C Show another code
	Type the code shown:
	91skx
I've rea	d and agree to the <u>Privacy Policy</u> :*
	CONTINUE

Must enter UNIQUE email for each Scout, or if several Scouts in one Family you can set up gmail account for Scouts and have it

default to parent's email. You can also set up multiple Scouts under same email within your Family.

In the field "Let's find your unit", enter your Unit Number & type.

Example: "Pack 4071" System will display options. (If your Unit does not display, you can enter a zip code or Unit Leader Name.)

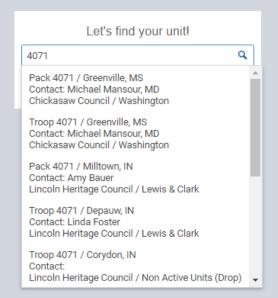


If you get the message below you are already registered in the system. You can go ahead and sign in OR click Register to make sure you are in the correct Unit or to MOVE Scout to a NEW/Different Unit. You will then search for the new Unit by typing in the new Unit number in "Lets find your Unit"

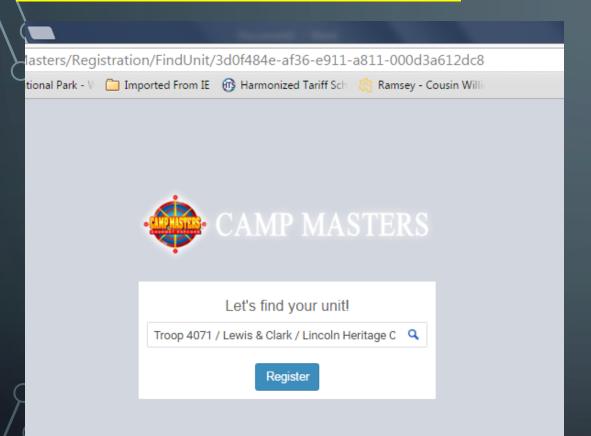








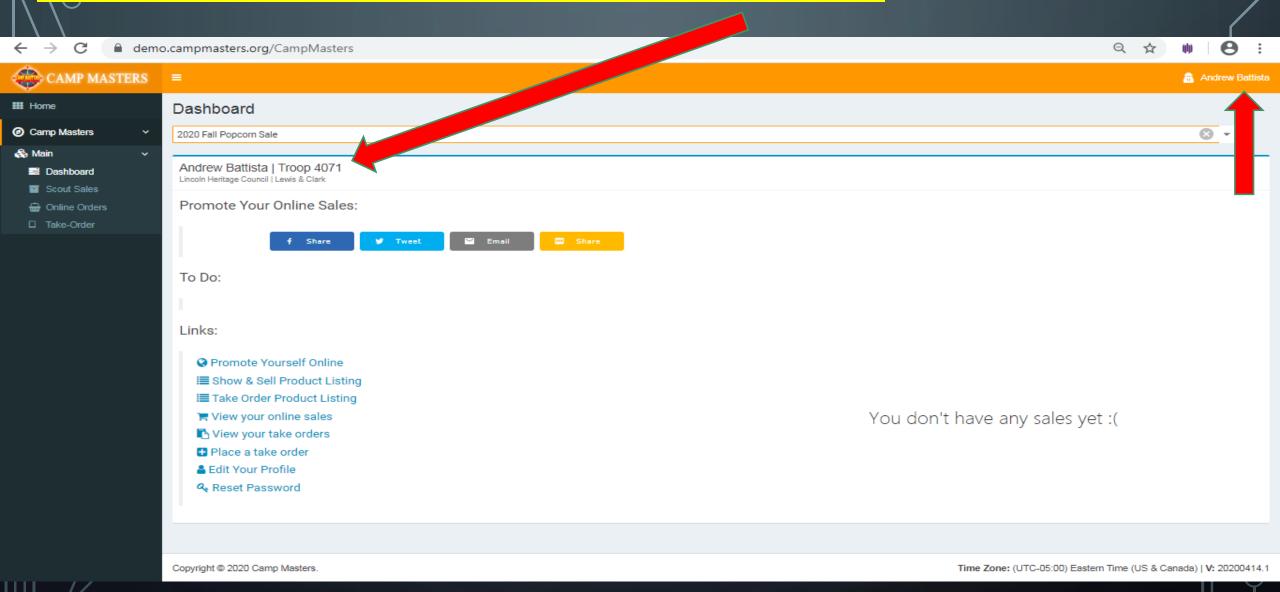
Click "Register". You will receive an email from <u>customerservice@campmasters.org</u> with a Sign-On Link to finish your Registration and access the CM System.

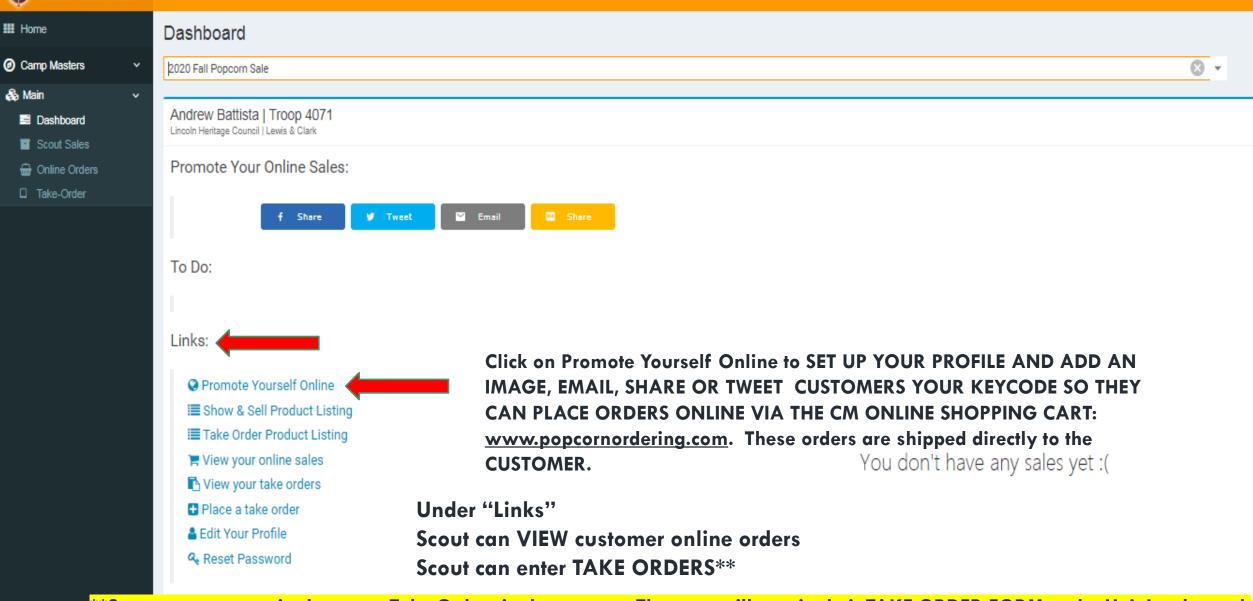




Check Your Email

We sent a confirmation to your email. Please use the link in the email to complete your registration. FIRST TIME LOG IN TO CM SYSTEM, the DASHBOARD will display YOUR information — Name, Unit#, Council Name, and District Name. If this is NOT your information please contact your UNIT LEADER.





**Scouts are not required to enter Take Orders in the system. They can still turn in their TAKE ORDER FORM to the Unit Leader and the UNIT LEADER will enter these orders for the Scout. DO NOT ENTER <u>AND</u> GIVE TO UNIT LEADER OR YOUR ORDER COULD BE PLACED TWICE. ALL TAKE ORDERS are shipped to Council & distributed to the UNIT LEADER.

CAMP MASTERS

Andrew Battista

O Camp Masters

Dashboard

Scout Sales

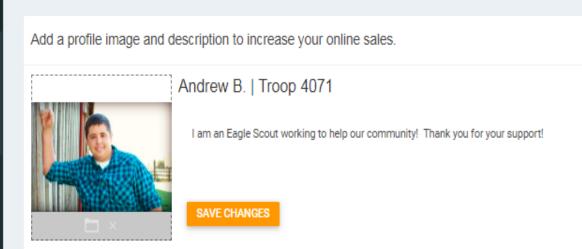
Online Orders

□ Take-Order

🙈 Main



Promote Yourself Online



Scout can upload picture & write a personal note in box provided. Facebook, Tweet or Email friends and family using the fields "Invite Someone to Support You" or "Share your Keycode or online link". The message will contain a link to take the consumer directly to the Scout's ordering page: www.popcornordering.com*

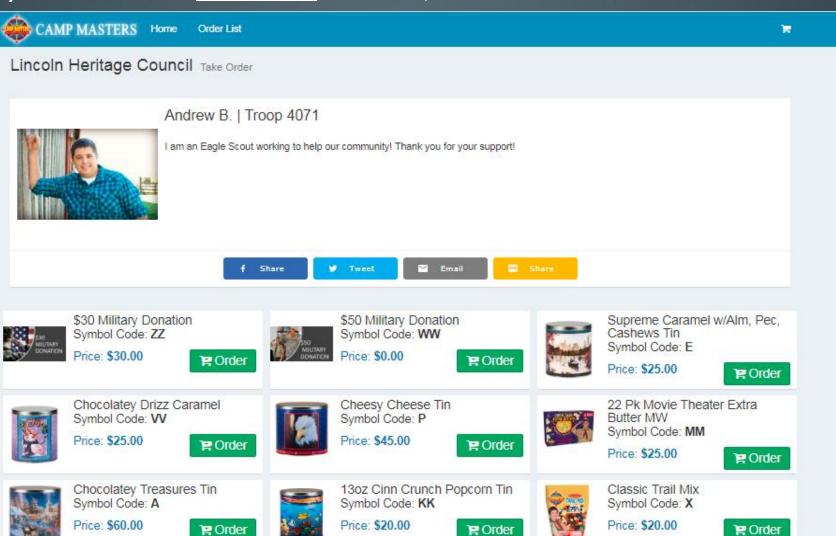
Share your Keycode or Online Link!			
Keycode: D9YR			
Online Link: https://demo.campmasters			
f Share ✓ Tweet 🔛 Email 🖂 Share			

Invite Someone to Support You: Send Email 4 Enter Recipient Email.

* Consumers can still just go directly to URL: www.popcornordering.com and enter the Scout Keycode. To get credit for the Sale, the consumer must enter the Keycode. The order page will display the Scout Name that is getting credit for the online sale.

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DIRECTIONS FOR SCOUT TO ENTER CUSTOMER TAKE ORDER USING THE CAMP MASTERS SYSTEM. FROM YOUR SCOUT DASHBOARD, click the link "Place a Take Order". System will show the products available to select for your customer. Click "Add to Cart". If finished, click "View Cart"

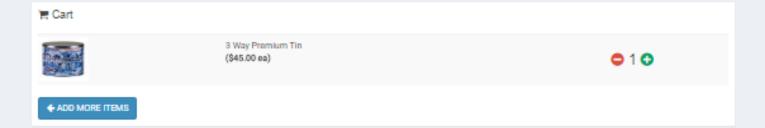


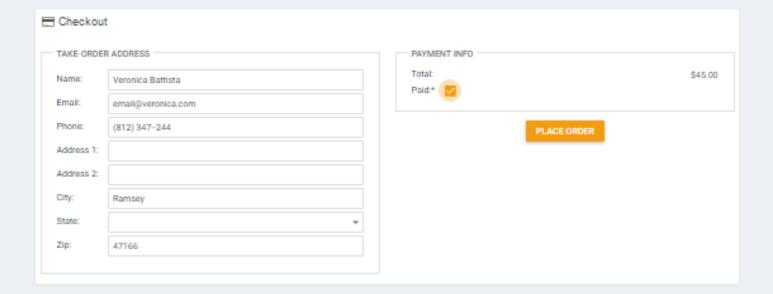
Lincoln Heritage Council Take Order



Andrew B. | Troop 4071

am an Eagle Scout working to help our community! Thank you for your support!

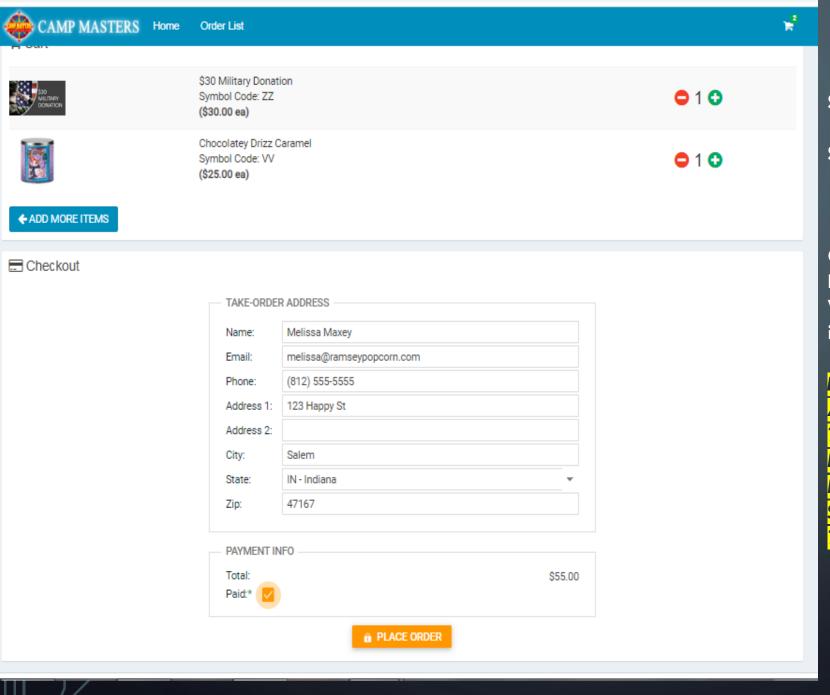




SCOUT ENTERING CUSTOMER TAKE ORDER

Enter Customer information so you know who ordered & where to deliver.

- **CUSTOMER MUST PAY SCOUT FOR** ALL TAKE ORDERS. If they pay cash/check/etc. check mark "Paid". It is recommended that funds be collected at time of order rather than at delivery to customer.
- When complete, click "PLACE **ORDER**"



SCOUT ENTERING CUSTOMER TAKE ORDER

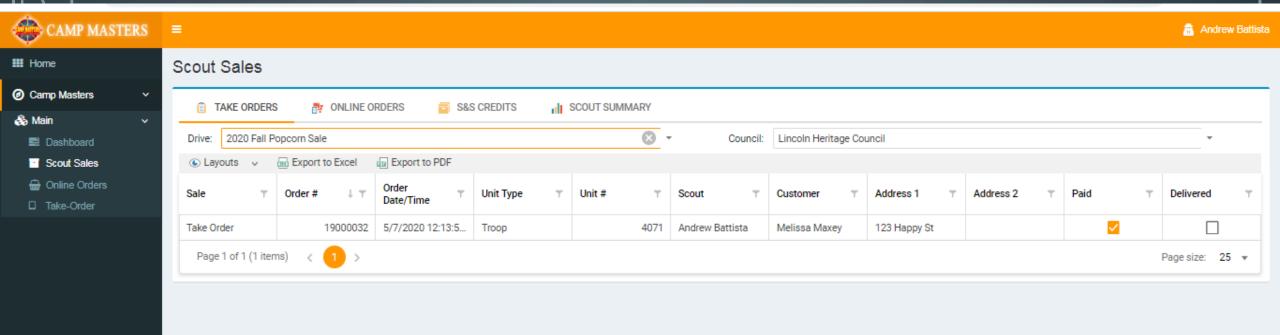
Screen will display the order as submitted.

If you made a mistake, you can DELETE.

CLICK "HOME" to go back to your DASHBOARD or CLICK "ORDER LIST" to VIEW TAKE ORDERS that Scout has entered into the CM system.

IMPORTANT: YOUR UNIT LEADER WILL SEE
ALL OF THE SCOUT TAKE ORDERS.
TO INSURE THERE IS NO DUPLICATION, DO
NOT TURN IN YOUR PAPER "TAKE ORDER
FORM". ONLY TURN IN THE PAPER FORM IF
SCOUT IS NOT ENTERING TAKE ORDERS IN
THE SYSTEM.





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ONLINE PEANUTS

- www.whitleysfundraising.com
- Consumer will be emailed order confirmation
- Order is shipped directly to consumer
- Payment is made to the ordering system; Scout does not have to deliver product or take payments
- Scout receives credit for the sale
- Tons of products available
- Shipping is a separate fee
- No online interface for Scouts or units to track sales



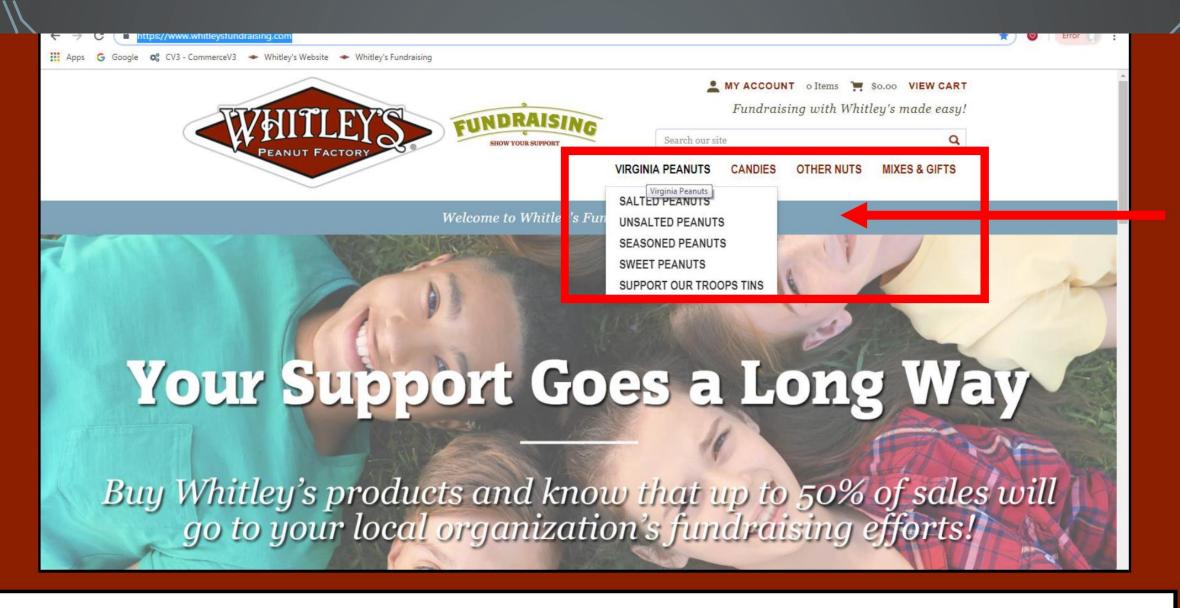


Welcome to Whitley's Fundraising!

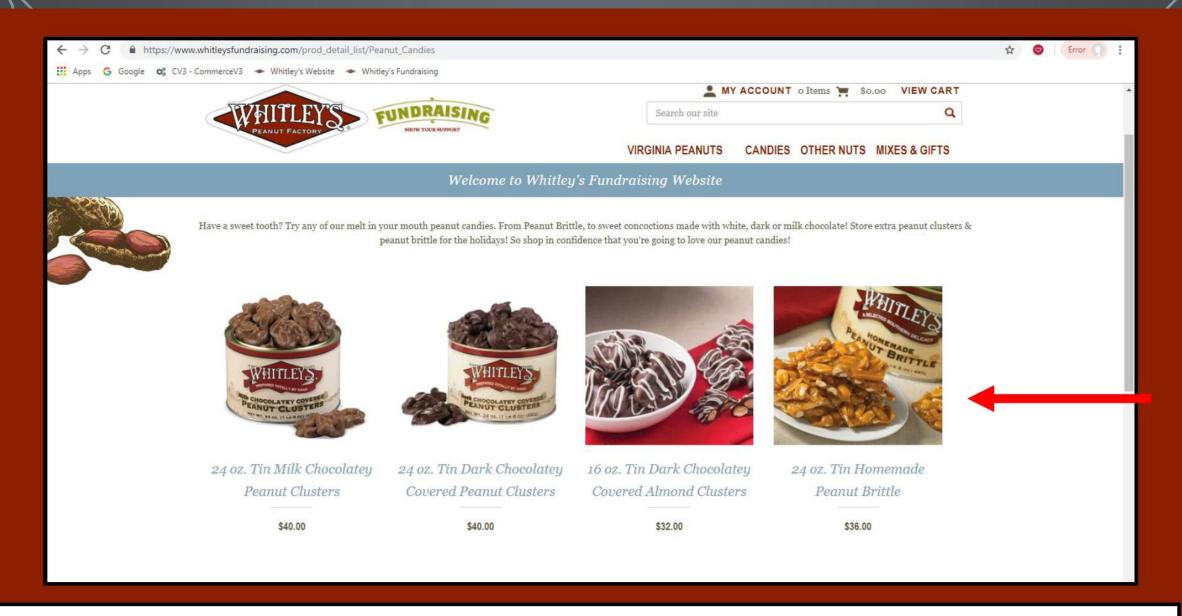
https://www.whitleysfundraising.com/



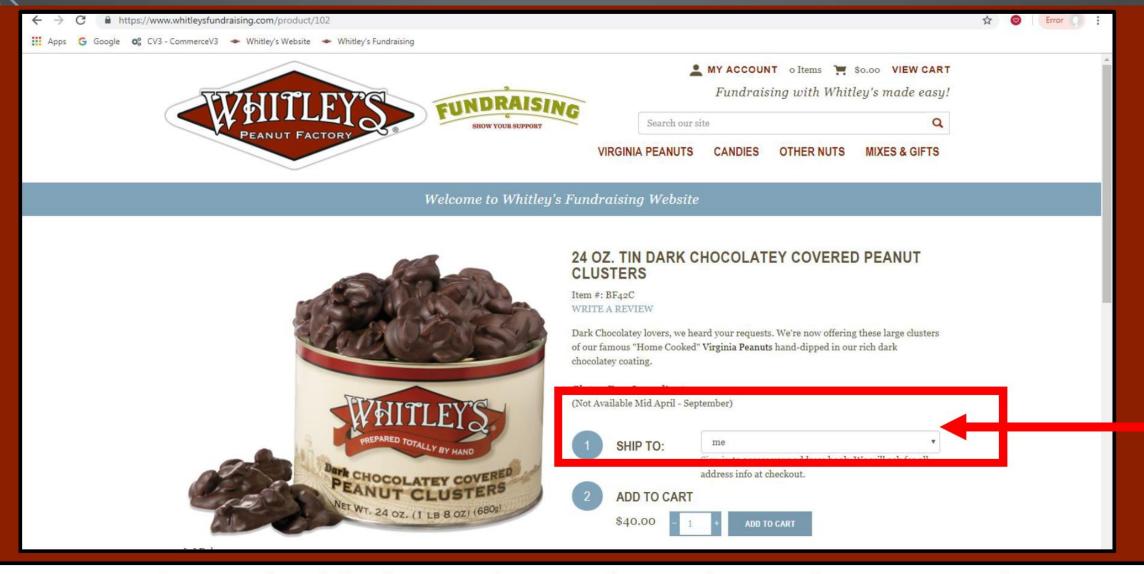
Type https://www.whitleysfundraising.com/ in your browser to begin



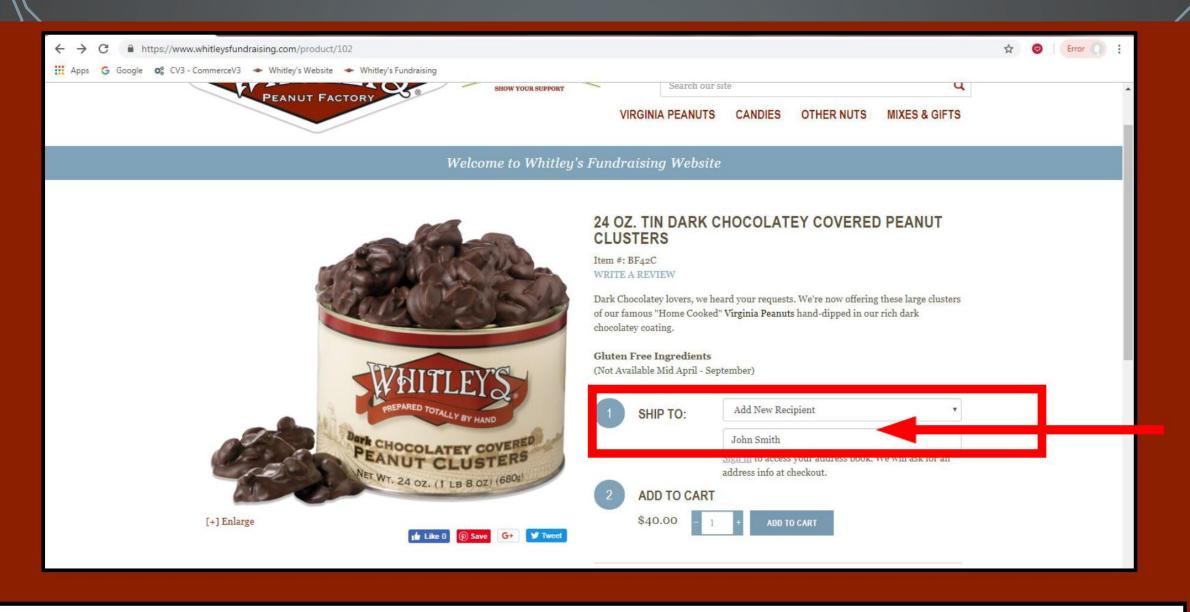
Select a category from our drop down menu options.



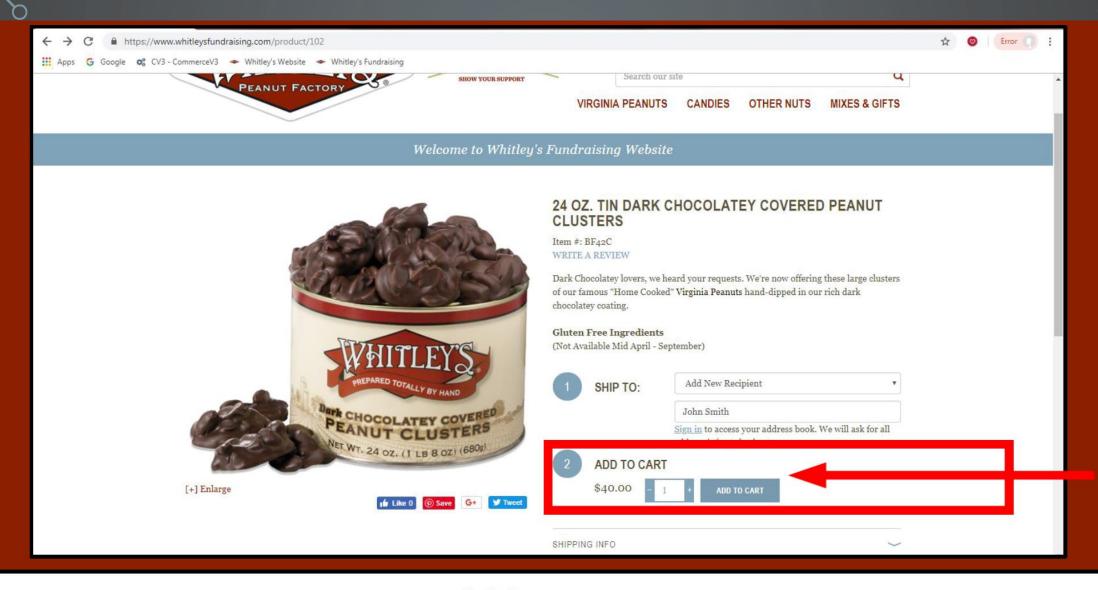
Click on items to learn more about them.

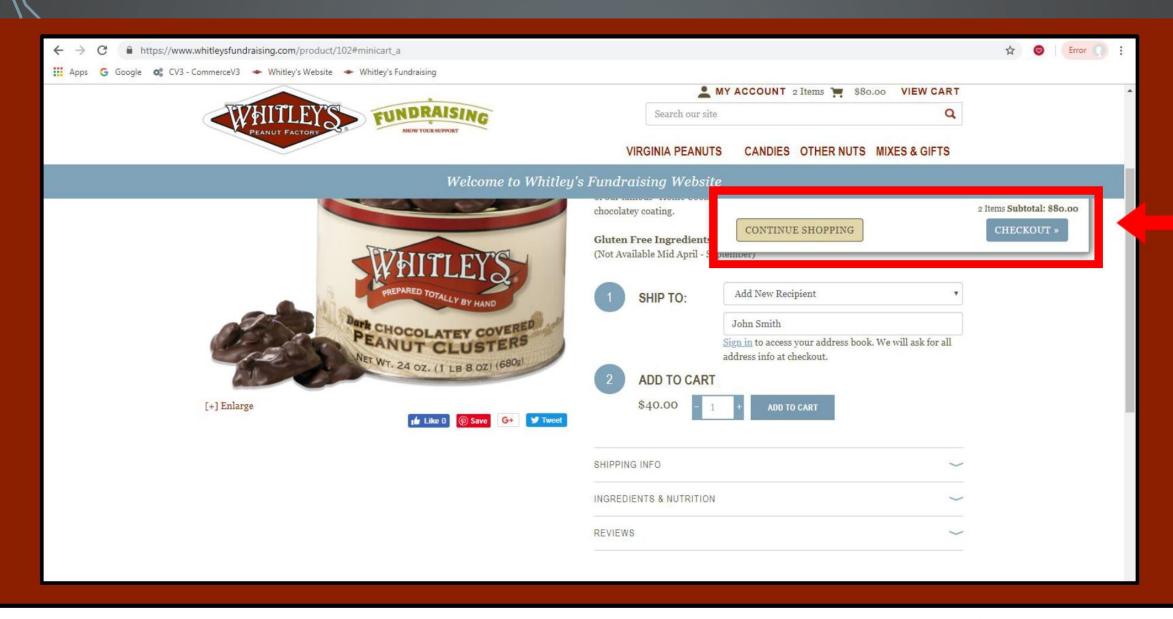


Once you have decided on a item please let us know us where you would like it shipped by following the prompts.

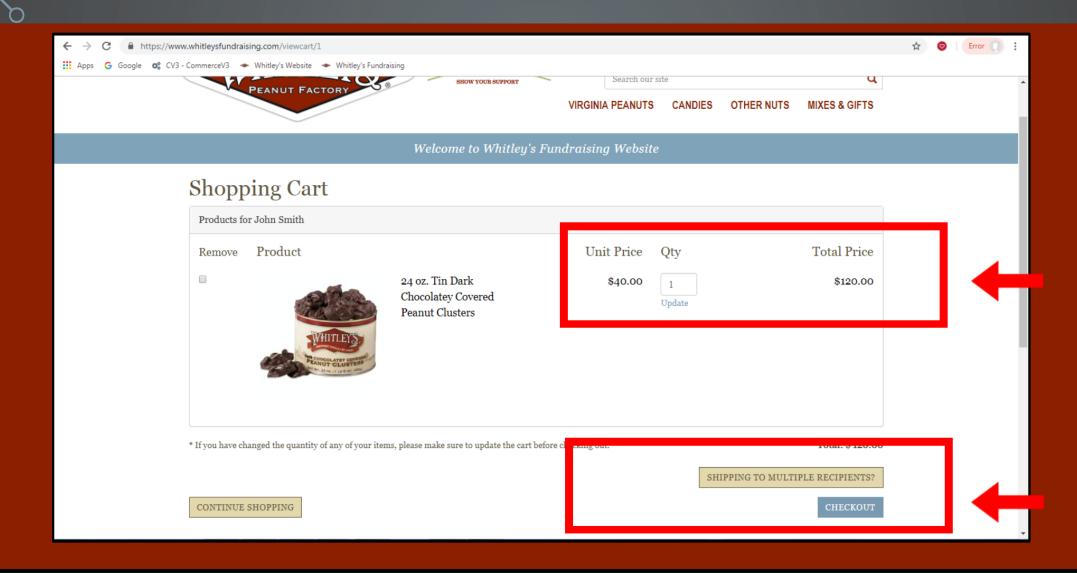


Add Recipient Name. We'll ask for the address at checkout.

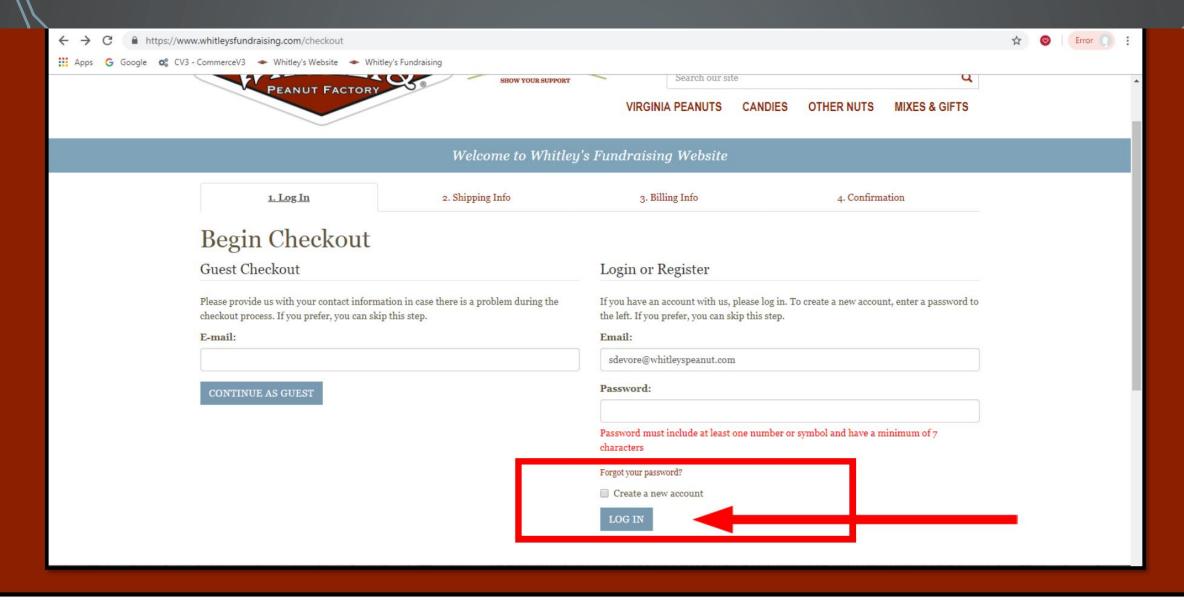




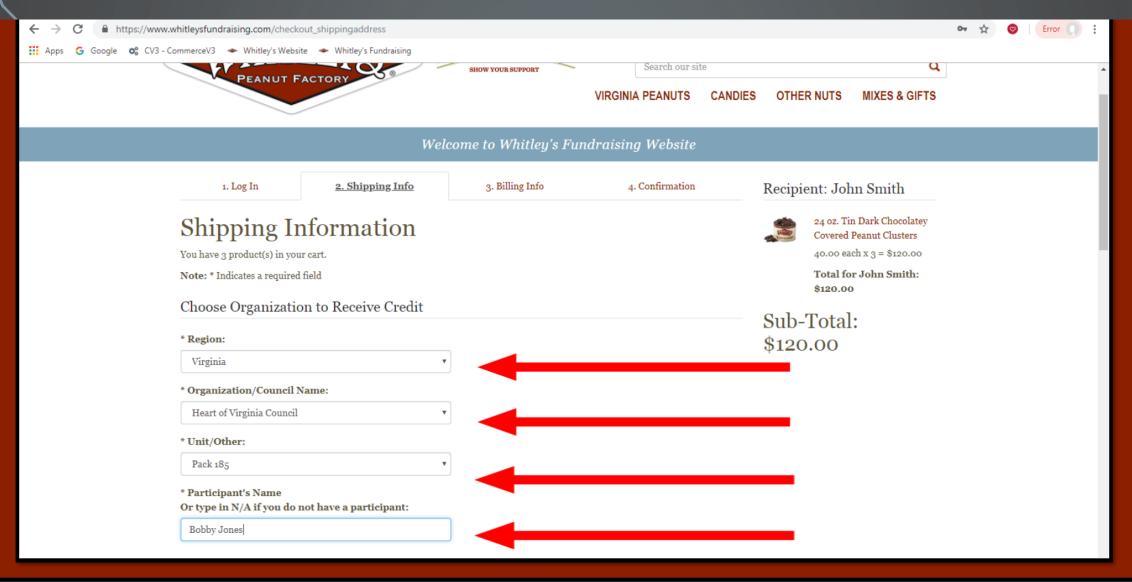
At this point you can Continue Shopping or Checkout.



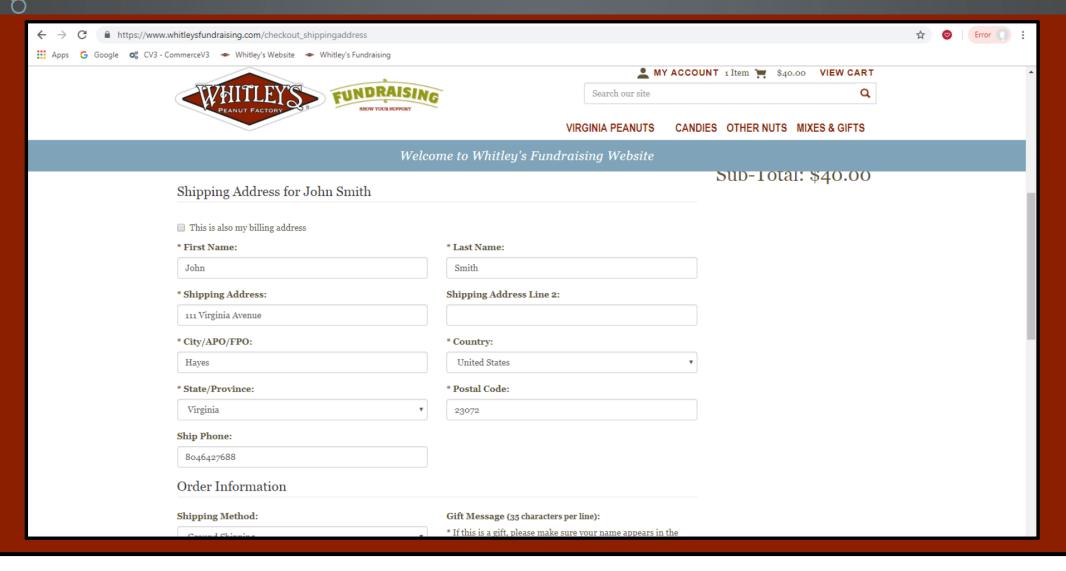
Pavious vour channing cart and click checkout



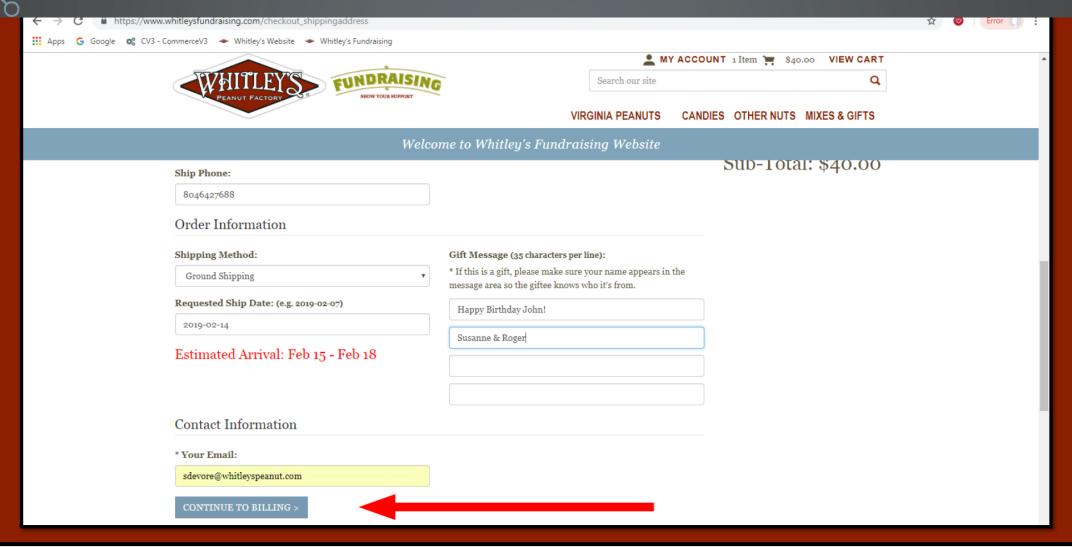
Begin checkout as a Guest, Login, or Create a New Account.



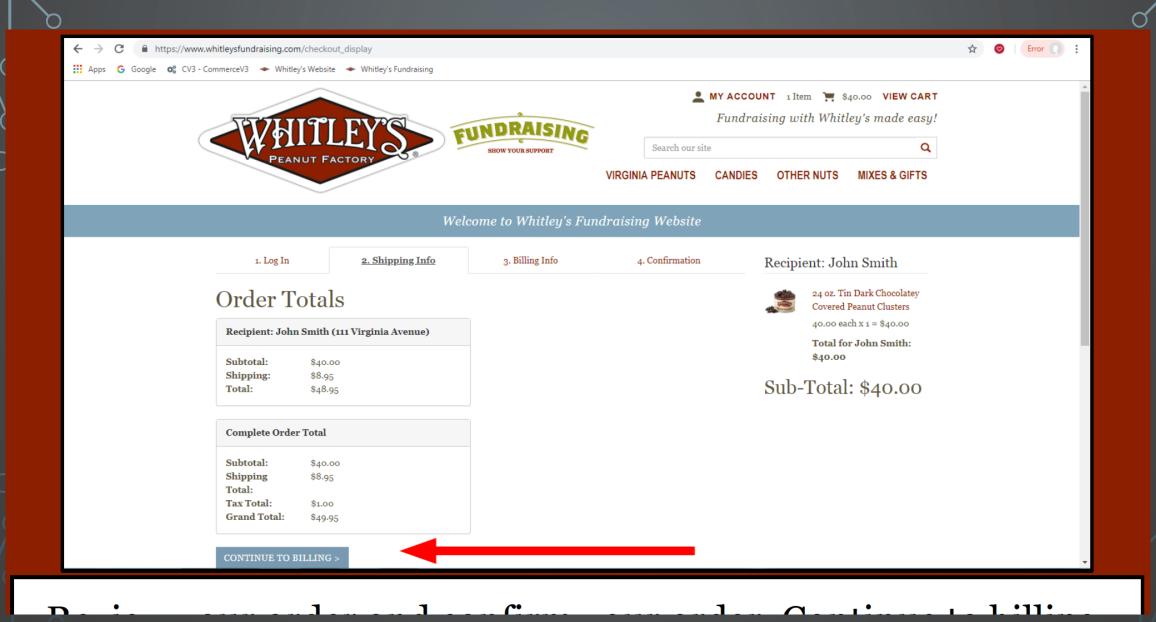
Choose Region, Council Name, Unit, and Participant's Name (Scout's name) from our drop down menus.

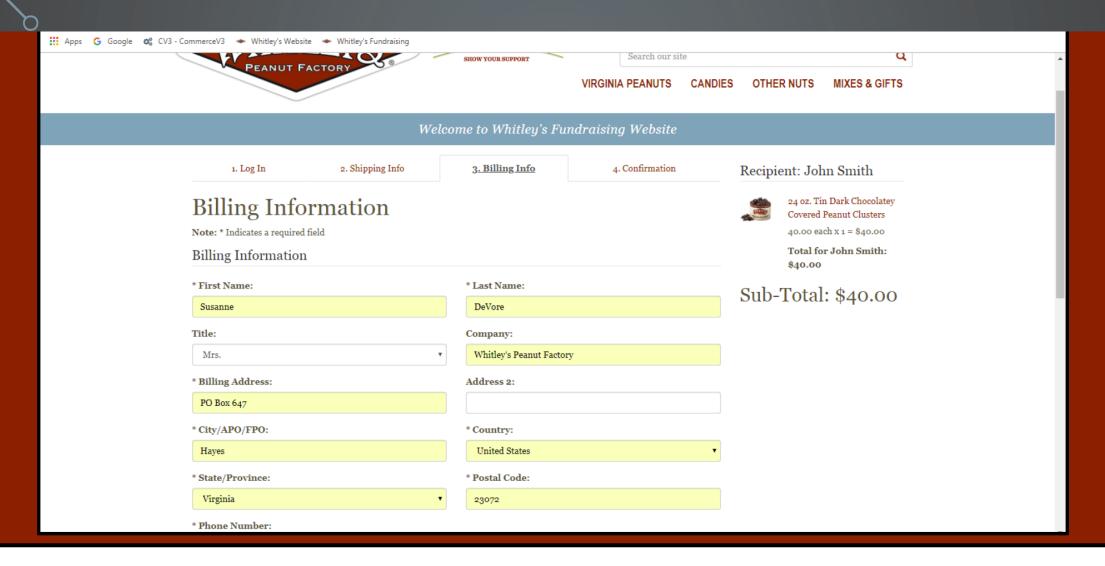


Nort fill out your gift raginiont's name and address

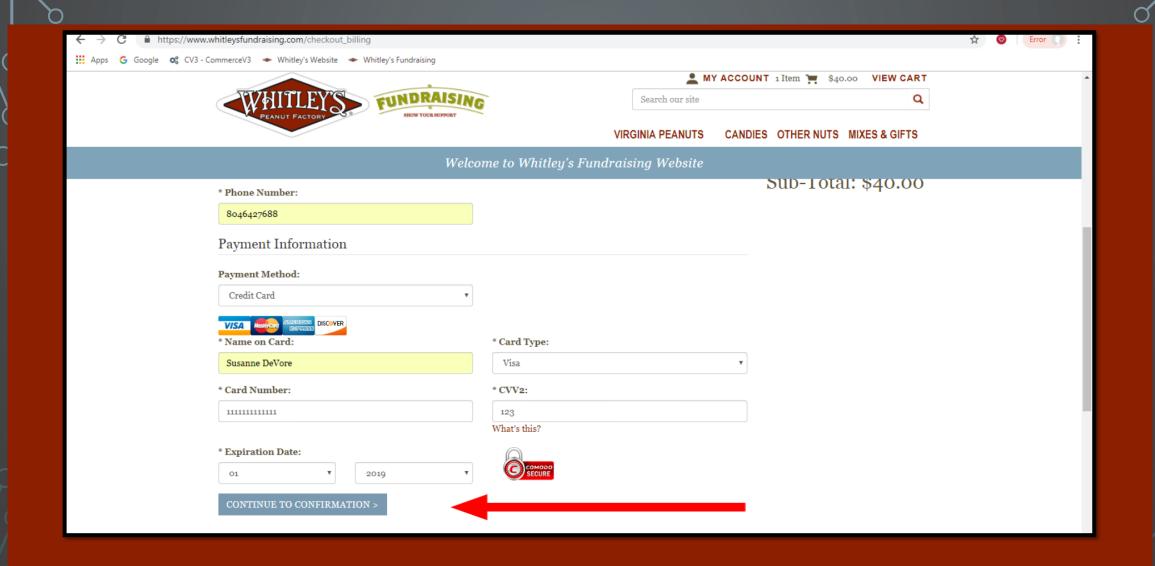


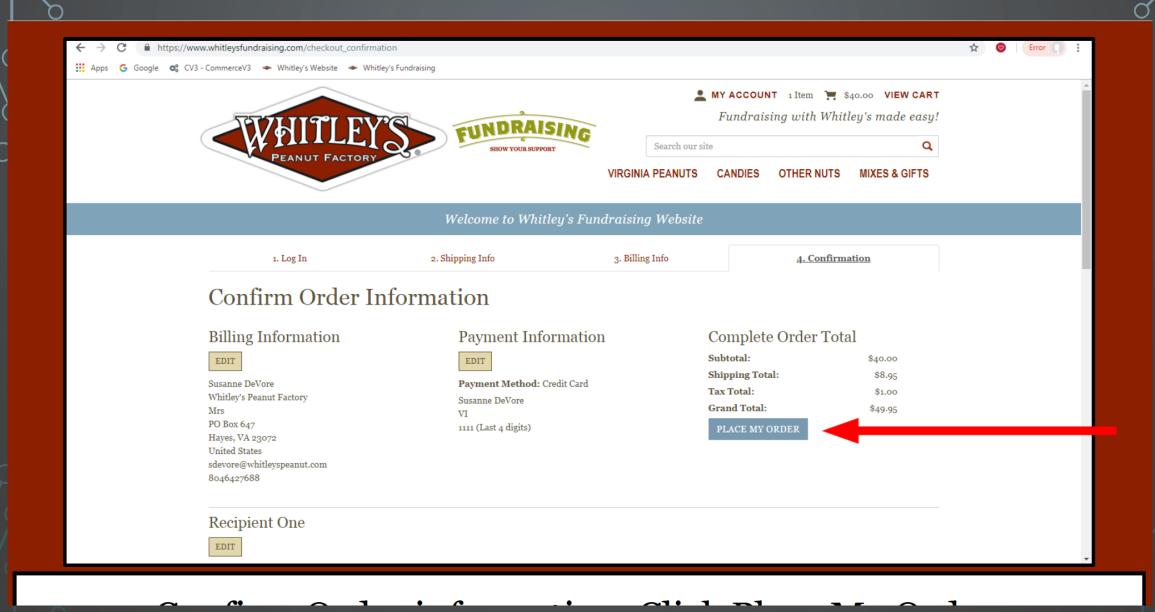
Fill out your order information including requested ship date,





Fill out your billing information.





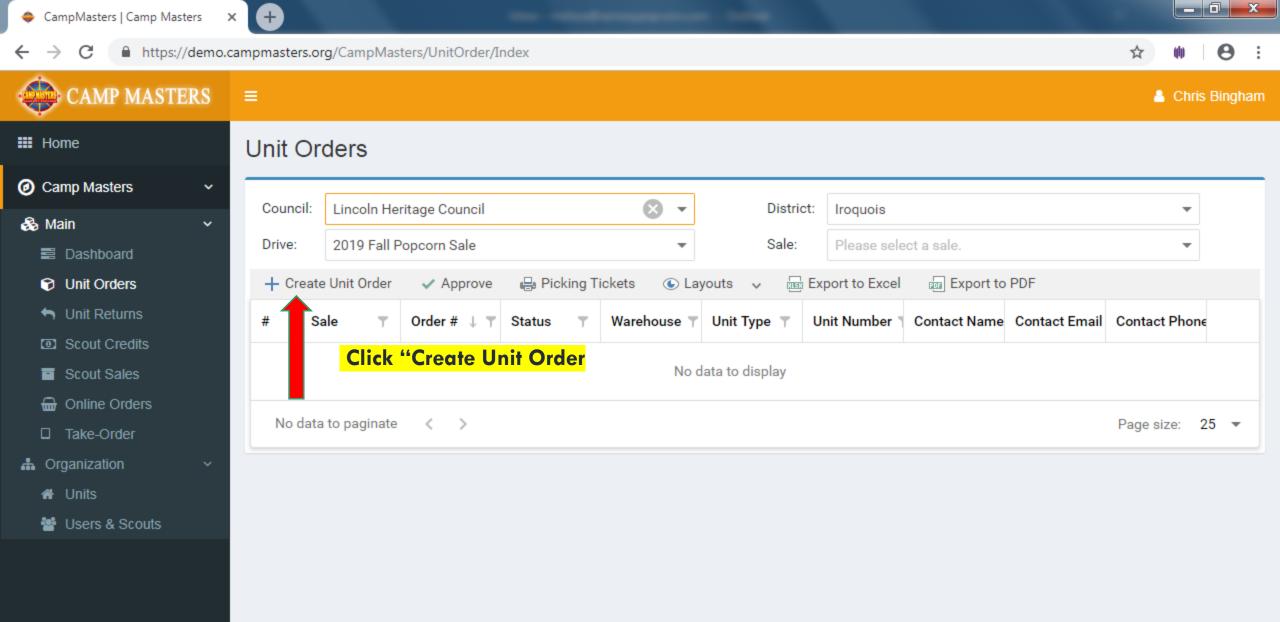
ONLINE SALES VS SCOUT DELIVER

- Scout Deliver doesn't deliver until Take Order, online sales are right away
- Scout Deliver carries a full list of products including both nuts and popcorn, so one stop shopping
- Scout Deliver will be same or nearly same prices as order form, while online prices are more expensive
- All allow for potential contactless transactions and delivery
- Percent back to the unit is better with Scout Deliver

PLACING UNIT ORDERS

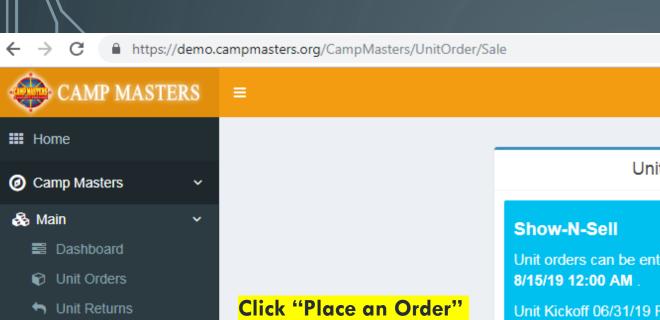


COUNCIL WILL EMAIL TO UNIT LEADER A "SINGLE-SIGN ON LINK. USE THE LINK TO ACCESS THE ORDERING SYSTEM. OR ACCESS VIA WWW.CAMPMASTERS.ORG; see bottom left on screen "Council/Units/Scouts Log In Here". YOUR UNIQUE EMAIL WILL BE YOUR LOG-IN. CLICK ON FORGOT PASSWORD AT BOTTOM OF LOGIN BOX. ENTER YOUR EMAIL ON NEXT SCREEN TO SEND A SET UP PASSWORD LINK TO YOUR EMAIL. ** use Google Chrome or Firefox Web Browser ₩ \varTheta : demo.campmasters.org/CampMasters CAMP MASTERS Linda Foster III Home Dashboard Camp Masters **3** + 2020 Fall Popcorn Sale 备 Main Linda Foster | Troop 4071 Dashboard Lincoln Heritage Council | Lewis & Clark Unit Orders To Do: Show & Sell Start: 5/7/20 - Due: 5/14/20 Unit Returns Scout Credits ! Submit your Unit Commitment Form ■ View Product Listing Scout Sales ■ Place Unit Order Links: Online Orders View Unit Orders Manage Unit Information □ Take-Order \$ Award Scouts Credit Setup/Invite Scouts Organization Take Order Start: 5/7/20 - Due: 8/20/20 Setup/Import Scouts ♣ Units Two View Scout Online Sales ■ View Product Listing W Users & Scouts TWO View Unit Invoice ■ Place Unit Order TOO Order Prizes View Unit Orders Edit Your Profile Niew Scout Take Orders Reset Password Place a Scout Take Order You don't have any sales yet. Scout Totals



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on Sale Type to be

Make sure to click

CORRECT SALE TYPE!

entered

Scout Credits

Scout Sales

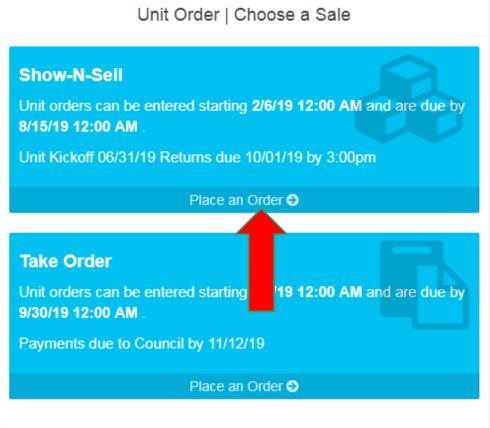
□ Take-Order

♣ Organization

♣ Units

Online Orders

Users & Scouts

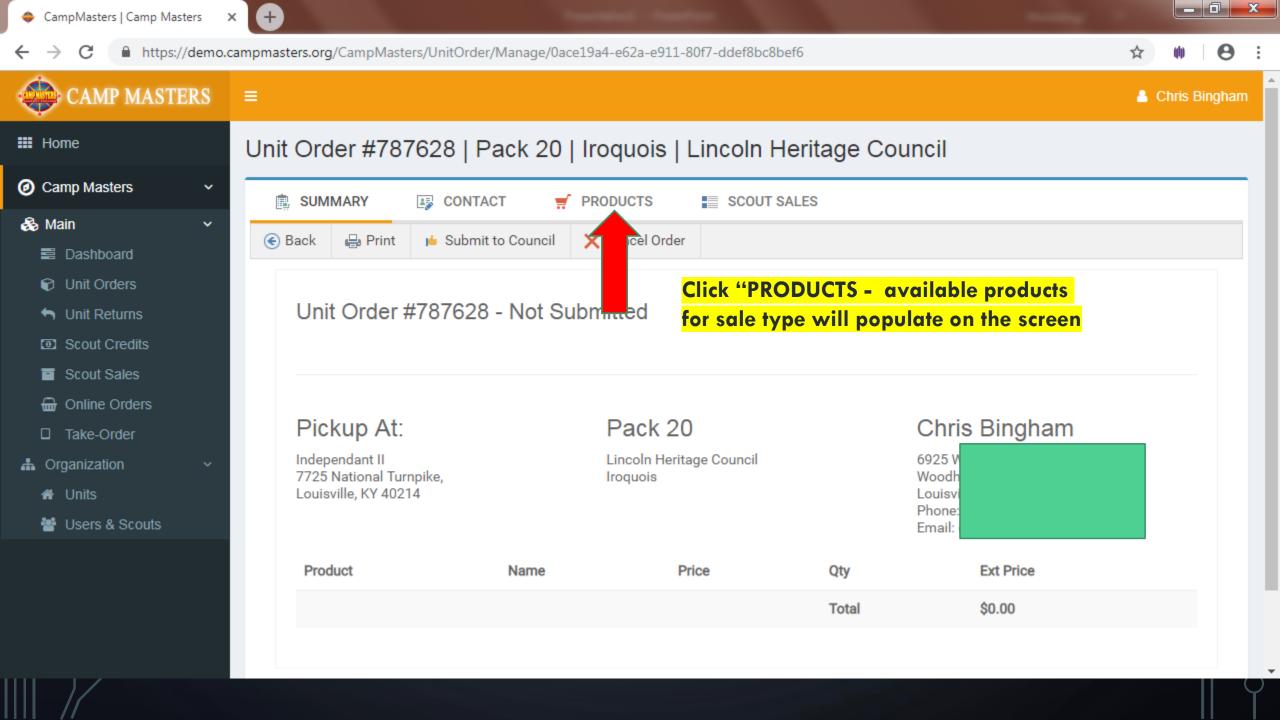


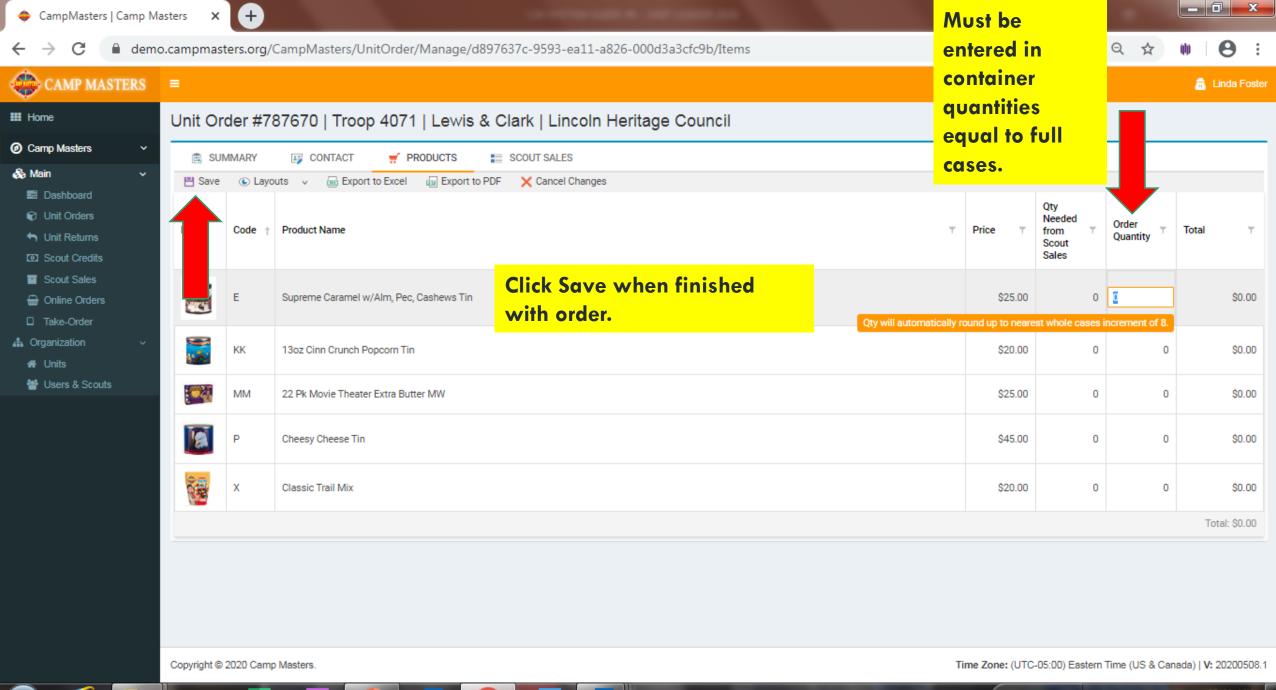
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Chris Bingham



























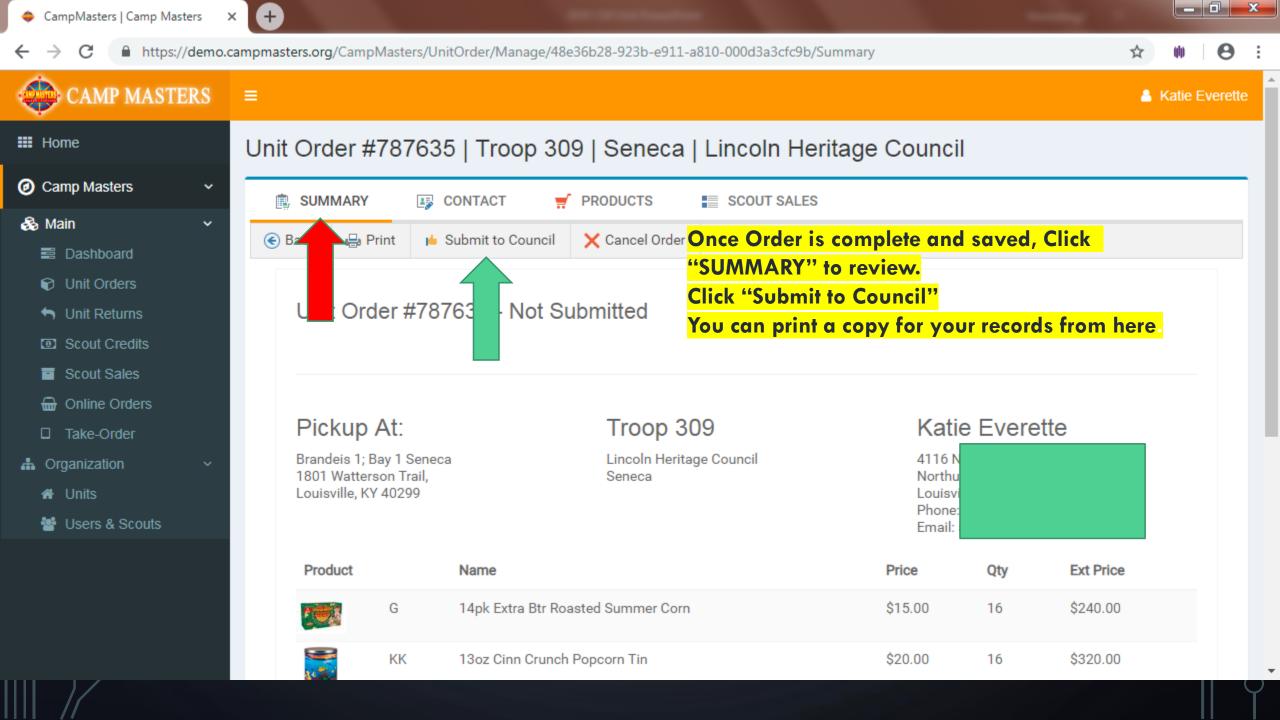


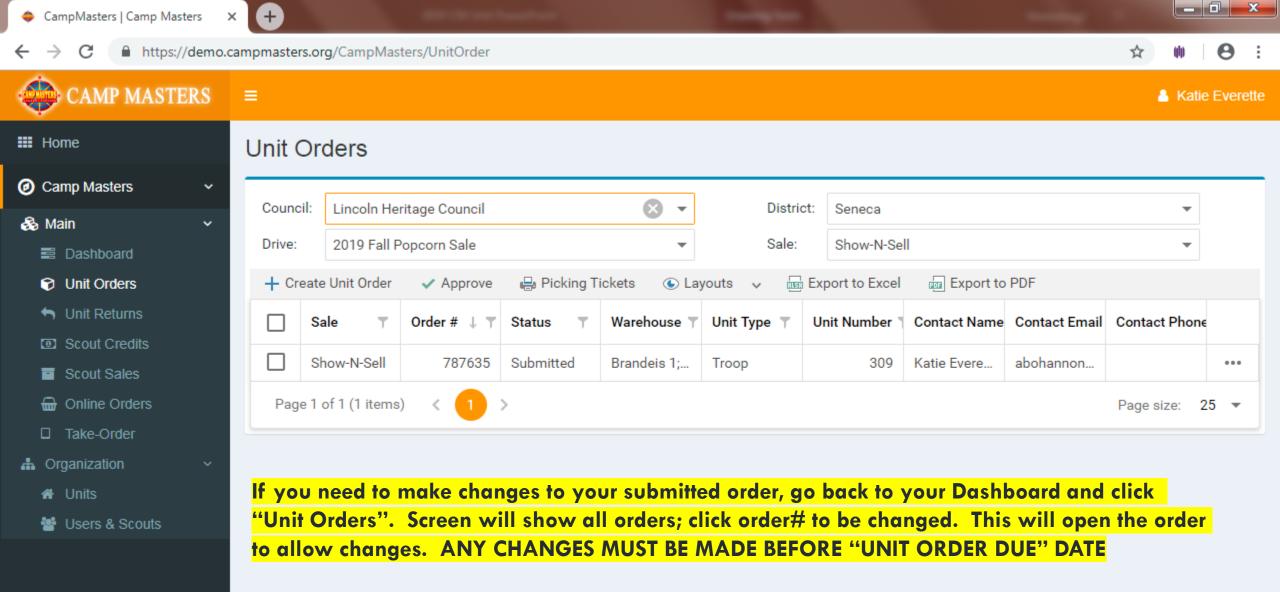






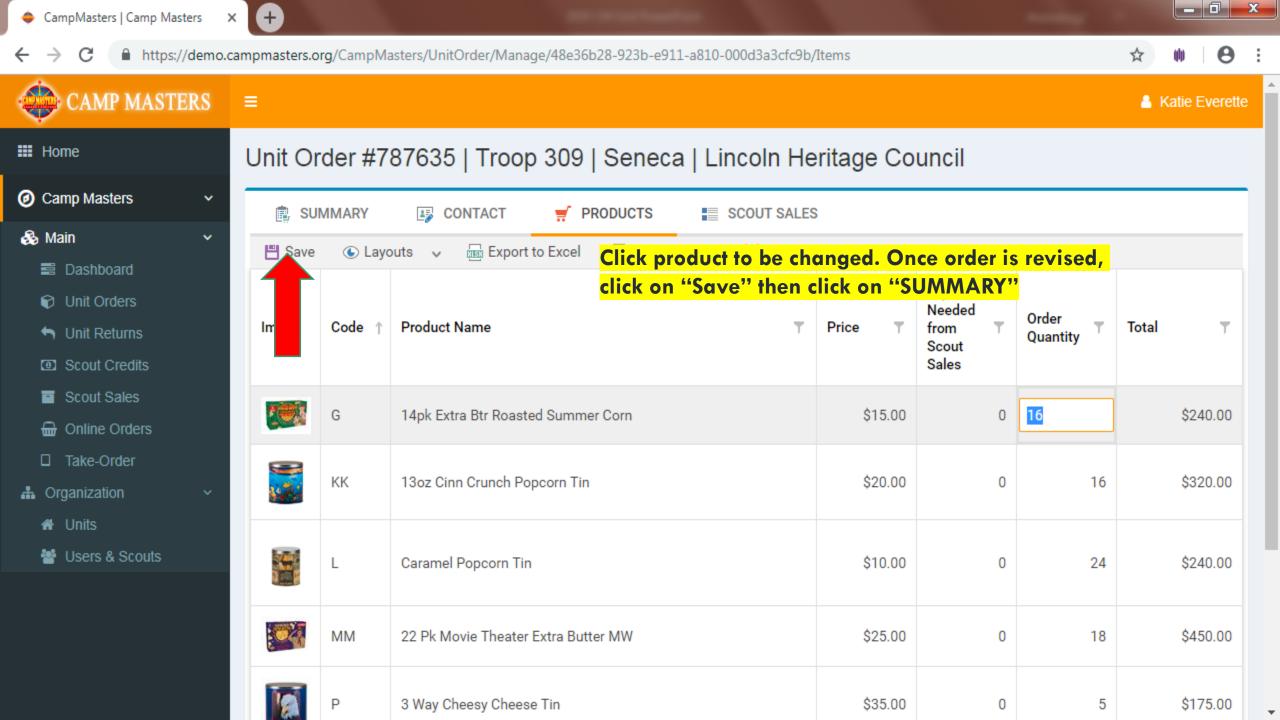


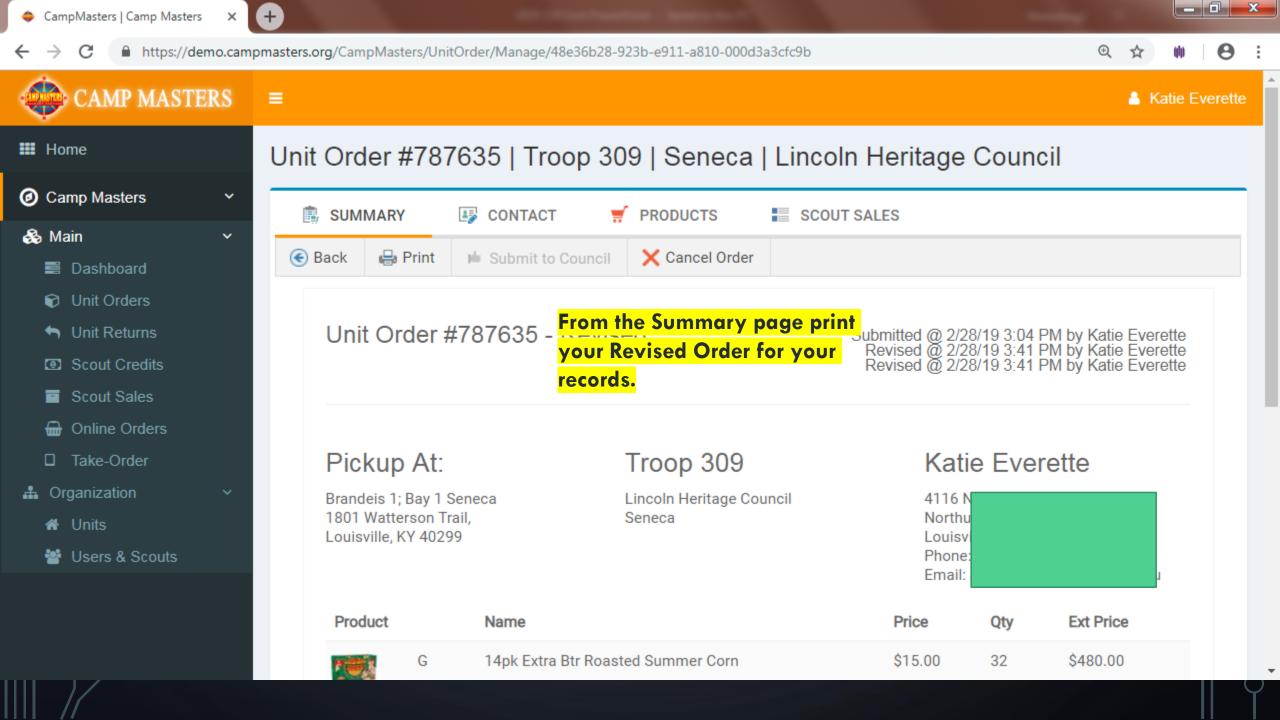




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NUTS ORDERS

- Go to https://newbirthoffreedom.org/fundraising/popcornandnuts/
- Select Link to place your online order
- Follow the prompts to select products
- You will be emailed a confirmation message with your order
- If you need to make a change to your order, please contact your district executive or Holly Schwalm

PRODUCT RUNDOWN

- Show and Sell Popcorn
 - Caramel Popcorn Bag \$10
 - Purple Popping Corn Jar \$12
 - White Cheddar Cheese Tin \$15
 - 14pk Extra Butter Roasted Summer Corn \$15
 - 22pk Movie Theater Extra Butter Microwave \$25
 - Troops Salted Peanuts \$15
 - Troops Honey Roasted Peanuts \$15
 - Whit's Party Mix \$20
 - Cashews \$20



ADDITIONAL POPCORN PRODUCTS TAKE ORDER

- 6pk Butter Microwave \$10
- Sea Salt BIG Bag \$15
- 12pk Sweet & Salty Kettle Corn Microwave \$15
- Cinnamon Crunch Popcorn Tin \$20
- Chocolate Drizzled Caramel Popcorn \$25
- Supreme Caramel Crunch with Almonds, Pecans, and Cashews \$25
- 3-way Cheesy Cheese Tin -\$35
- Premium Tin \$45
- Chocolatey Treasures Tin \$60
- \$30 Military Sales



ADDITIONAL NUTS PRODUCT TAKE ORDER

- Roasted in Shell Burlap Bag \$10
- Homemade Peanut Brittle \$15
- Milk Chocolatey Peanut Clusters \$15
- Dark Chocolatey Almond Clusters \$20
- Dark Chocolatey Peanut Clusters \$35
- Honey Cinnamon Almonds \$25
- Hot Jalapeno Ranch \$15
- NEW! Sweet & Savory BBQ Virginia Peanuts \$15
- NEW! Wasabi Ginger Virginia Peanuts \$15



CAMP MASTERS MOBILE APP

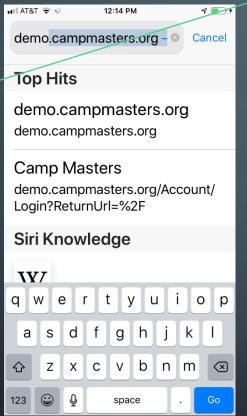
- This may not be for everyone
- Mobile App allows Scouts to take Popcorn
 ONLY Take Orders on their phone.
- This creates a running list in the popcorn system.
- Kernels can see progress as Scouts sell.
- Need to be thoughtful when placing your final order to make sure you don't duplicate orders

EVERYONE PULL OUT YOUR CELL PHONE!

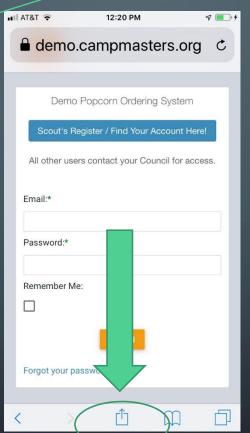
Open Browser



type: ordering.campmasters.org

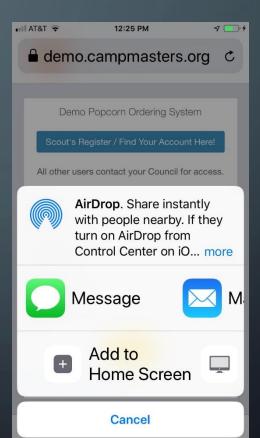


Click to Choose what you want to do

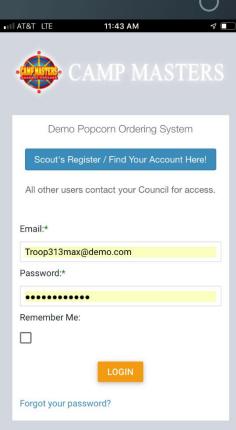


Choose

Add to Home Screen



Go Back to Home Screen
And CAMP MASTERS
loaded
Click on CM logo & login

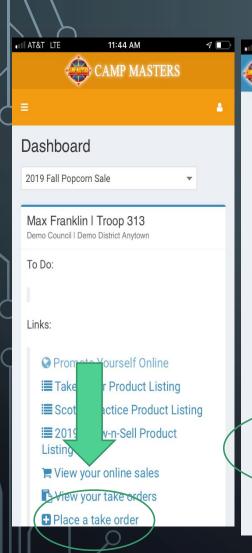


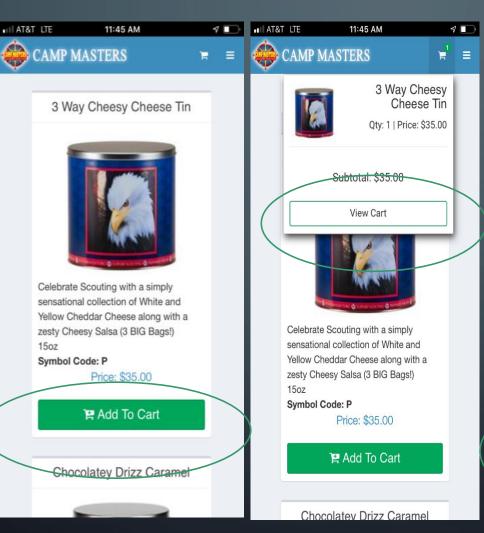
Try not to look at the Cute Puppy!

Use Your Login info

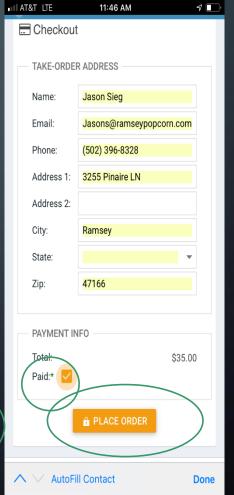
Example Email: troop313max@demo.com
Example Password: Demoscout19!

READY TO TAKE ORDERS ON THE GO!

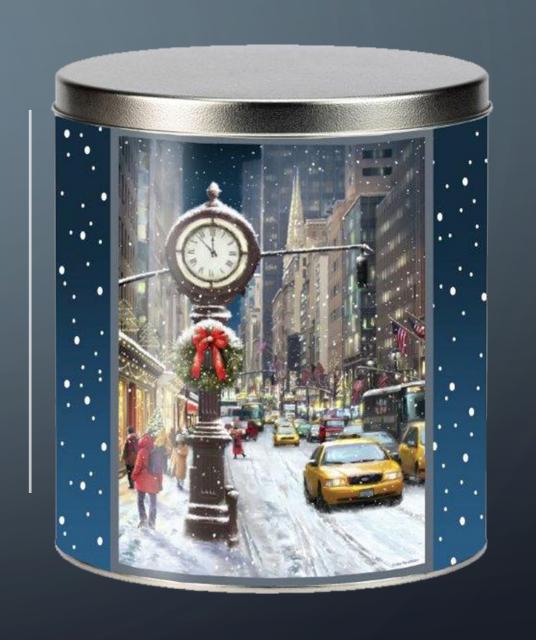


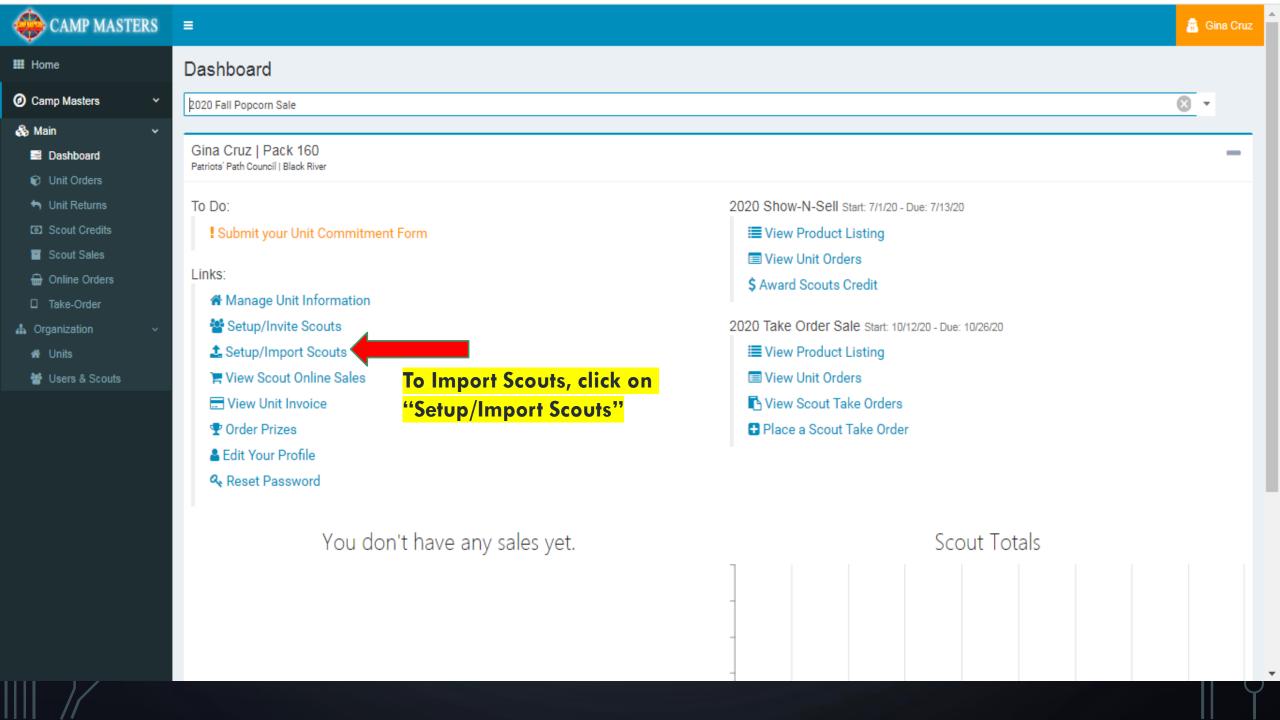






ADDING SCOUTS FOR MOBILE APP OR ONLINE SALES





III Home

O Camp Masters

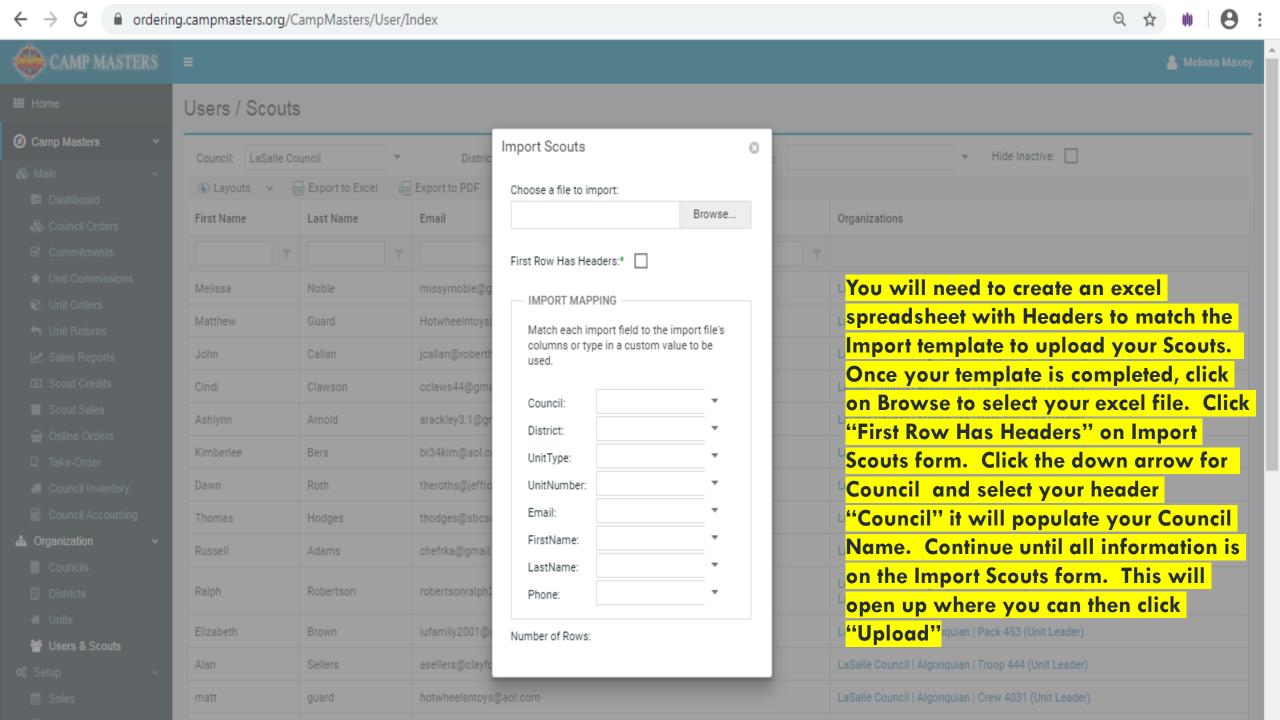
- 🙈 Main
 - Dashboard
 - 🗞 Council Orders
 - ☑ Commitments
 - ★ Unit Commissions
 - Unit Orders
 - Unit Returns
 - Sales Reports
 - Scout Credits
 - Scout Sales
 - Online Orders
 - ☐ Take-Order
 - Council Inventory
 - Council Accounting

♣ Organization

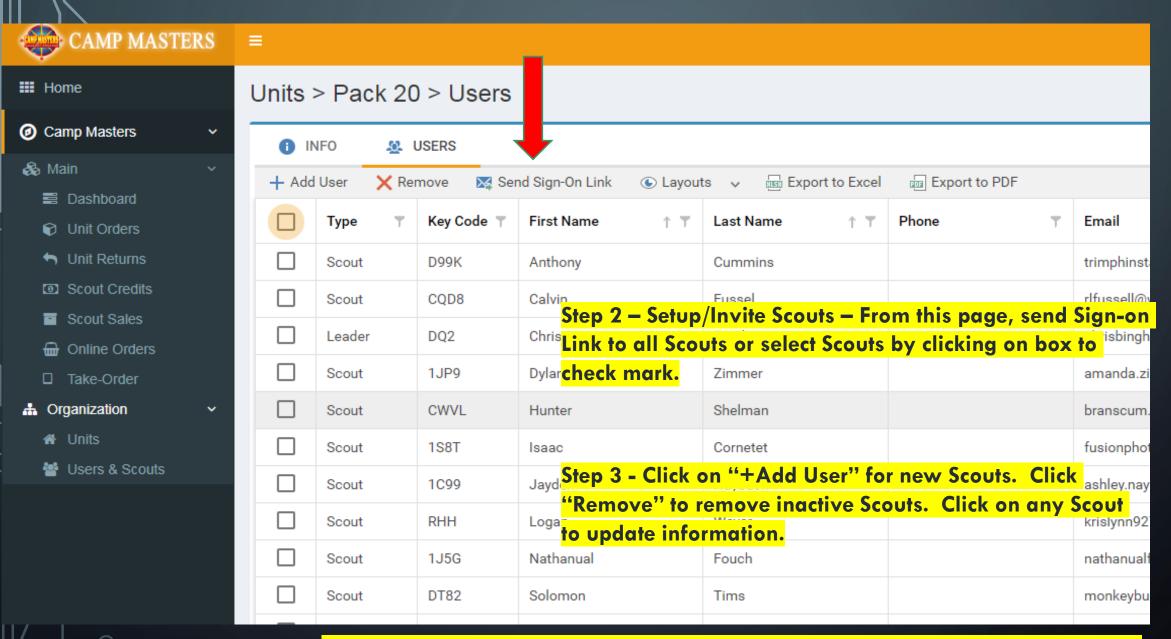
- Councils
- Districts
- Units
- Users & Scouts
- 🗱 Setup
 - Sales
 - Drives

Users / Scouts

Council: LaSalle Co	uncil 🗴 🔻	District: Algonquia	n ▼ User Type:	▼ Hide Inactive:						
Layouts ✓ □ Export to Excel □ Export to PDF □ Import Scouts										
First Name	Last Name	Email		Organizations						
T	T		T							
Melissa	Noble	missyrnoble@gmail.com		LaSalle Council Algonquian Troop GT 3247 (Unit Leader)						
Matthew	Guard	HotwheeIntoys@aol.com		LaSalle Council Algonquian Pack 222 (Unit Leader)						
John	Callan	jcallan@roberthenrycorp.com		LaSalle Council Algonquian Troop 111 (Unit Leader)						
Cindi	Clawson	cclaws44@gmail.co	on Import Scouts above.	LaSalle Council Algonquian Pack 505 (Unit Leader)						
Ashlynn	Arnold	arackley3.1@gmail.com		LaSalle Council Algonquian Pack 109 (Unit Leader)						
Kimberlee	Bers			LaSalle Council Algonquian Troop 173 (Unit Leader)						
Dawn	Roth	theroths@jeffroth.net NOTE: Scouts must have a UNIQUE email address		LaSalle Council Algonquian Troop 584 (Unit Leader)						
Thomas	Hodges	thodges@sbcsc.k12.in.us	to access the system.	LaSalle Council Algonquian Pack 201 (Unit Leader)						
Russell	Adams	chefrka@gmail.com		LaSalle Council Algonquian Troop 325 (Unit Leader)						
Ralph	Robertson	robertsonralph2@gmail.com		LaSalle Council Algonquian Pack 254 (Unit Leader) LaSalle Council Algonquian Troop 247 (Unit Leader)						
Elizabeth	Brown	iufamily2001@gmail.com		LaSalle Council Algonquian Pack 453 (Unit Leader)						
Alan	Sellers	asellers@clayfd.com		LaSalle Council Algonquian Troop 444 (Unit Leader)						
matt	guard	hotwheelsntoys@aol.com		LaSalle Council Algonquian Crew 4031 (Unit Leader)						
Holly	Bailey	Holly6601@yahoo.com		LaSalle Council Algonquian Pack 522 (Unit Leader)						



Council	District	Unit Type	Unit Number	Email	First name	Last Name	phone#		
LaSalle Council	Angonquian	Pack	421	Jane.smith@gmail.com	Jane	Smith	812-555-5555		
LaSalle Council	Angonquian	Pack	421	John.smith@gmail.com	John	Smith	252-555-1234		
LaSalle Council	Angonquian	Pack	421	Kim.jones@gmail.com	Kim, Tim	Jones	812-347-4441		
1º P									
Ó	A Alte	Make sure al	l columns ha	ve the correct inform	nation and eac	h Scout has a			
		Make sure all columns have the correct information and each Scout has a							
	-11/17	UNIQUE email address. If siblings are in same Unit, you can use one email							
		address fo	r multiple So	couts. Type multiple	"First Name"	in column.	14/11/11		
Q									
9							P		
//									
$\left \left \right \right / \left \right $									



EACH SCOUT MUST HAVE A UNIQUE, ACTIVE EMAIL TO ACCESS THE CM SYSTEM.

CREDIT CARD READERS

- Credit Card Readers are simple and increase sales
- You can use whatever vendor you are most comfortable using
- Camp Masters has partnered with PayAnywhere and you can get your own
 Free credit card reader
- Find out more at https://www.payanywhere.com/campmasters

RESOURCES

- https://newbirthoffreedom.org/fundraising/popcornandnuts/
- District Kernel Matt Phillips
 - phlipnull@gmail.com
- District Executive Christopher Lontz
 - Christopher.Lontz@scouting.org