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
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 to 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.
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](http://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.
WHEN THE CONSUMER ENTERS THE KEYCODE OR “FINDS” THEIR SCOUT, THEY WILL SEE SCOUT INFORMATION & THE PRODUCTS TO ADD TO CART

www.popcornordering.com

CONSUMER VIEW IF USING A MOBILE DEVICE
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
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.

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.)

Click on the CORRECT Unit to select your Unit.

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 “Let’s find your Unit”
Click “Register”. You will receive an email from customerservice@campmasters.org with a Sign-On Link to finish your Registration and access the CM System.
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.
Click on Promote Yourself Online to SET UP YOUR PROFILE AND ADD AN IMAGE, EMAIL, SHARE OR TWEET CUSTOMERS YOUR KEYCODE SO THEY CAN PLACE ORDERS ONLINE VIA THE CM ONLINE SHOPPING CART: www.popcornordering.com. These orders are shipped directly to the CUSTOMER.

Under “Links”
Scout can VIEW customer online orders
Scout can enter TAKE ORDERS**

**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 AND GIVE TO UNIT LEADER OR YOUR ORDER COULD BE PLACED TWICE. ALL TAKE ORDERS are shipped to Council & distributed to the UNIT LEADER.
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*

* 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.
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

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

$30 Military Donation  Symbol Code: ZZ
Price: $30.00  Order

$50 Military Donation  Symbol Code: WW
Price: $0.00  Order

Supreme Caramel w/Alm, Pec, Cashews Tin  Symbol Code: E
Price: $25.00  Order

Chocolate Drizz Caramel  Symbol Code: VV
Price: $25.00  Order

Cheesy Cheese Tin  Symbol Code: P
Price: $45.00  Order

22 Pk Movie Theater Extra Butter MW  Symbol Code: MM
Price: $25.00  Order

Chocolate Treasures Tin  Symbol Code: A
Price: $60.00  Order

13oz Cinn Crunch Popcorn Tin  Symbol Code: KK
Price: $20.00  Order

Classic Trail Mix  Symbol Code: X
Price: $20.00  Order
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.
### Scout Sales

<table>
<thead>
<tr>
<th>Sale</th>
<th>Order #</th>
<th>Order Date/Time</th>
<th>Unit Type</th>
<th>Unit #</th>
<th>Scout</th>
<th>Customer</th>
<th>Address 1</th>
<th>Address 2</th>
<th>Paid</th>
<th>Delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>Take Order</td>
<td>1900032</td>
<td>5/7/2020 12:13:59</td>
<td>Troop</td>
<td>4071</td>
<td>Andrew Battista</td>
<td>Melissa Maxey</td>
<td>123 Happy St</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Page 1 of 1 (1 items)
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!

Type https://www.whitleysfundraising.com/ in your browser to begin
Select a category from our drop down menu options.
Welcome to Whitley's Fundraising Website

Have a sweet tooth? Try any of our melt in your mouth peanut candies. From Peanut Brittle, to sweet confections made with white, dark or milk chocolate! Store extra peanut clusters & peanut brittle for the holidays! So shop in confidence that you're going to love our peanut candies!

- **24 oz. Tin Milk Chocolatey Peanut Clusters**: $40.00
- **24 oz. Tin Dark Chocolatey Covered Peanut Clusters**: $40.00
- **16 oz. Tin Dark Chocolatey Covered Almond Clusters**: $32.00
- **24 oz. Tin Homemade Peanut Brittle**: $36.00

Click on items to learn more about them.
Once you have decided on an item please let us know where you would like it shipped by following the prompts.
Add Recipient Name. We’ll ask for the address at checkout.
Next add it to your cart.
At this point you can Continue Shopping or Checkout.
Review your shopping 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.
Next fill out your gift recipient’s name and address.
Fill out your order information including requested ship date, shipping method, and gift message. Click 'Continue to Billing'.
Fill out your billing information.
Fill out your payment information. Continue for confirmation.
Confirm Order Information

Billing Information

EDIT
Suzanne DeVore
Whitley's Peanut Factory
Mrs
PO Box 647
Hayes, VA 23072
United States
nsdevore@whitleyspeanut.com
804-492-7688

Payment Information

EDIT
Payment Method: Credit Card

Recipient One

Complete Order Total

Subtotal:
Shipping Total:
Tax Total:
Grand Total:

PLACE MY ORDER
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
## Unit Orders

<table>
<thead>
<tr>
<th>Council</th>
<th>Lincoln Heritage Council</th>
<th>District</th>
<th>Iroquois</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drive</td>
<td>2019 Fall Popcorn Sale</td>
<td>Sale</td>
<td>Please select a sale.</td>
</tr>
</tbody>
</table>

**Click “Create Unit Order”**
Click “Place an Order” on Sale Type to be entered

Make sure to click CORRECT SALE TYPE!
Click “PRODUCTS - available products for sale type will populate on the screen.”
Must be entered in container quantities equal to full cases.

Click Save when finished with order.
Once Order is complete and saved, Click "SUMMARY" to review. Click "Submit to Council".

You can print a copy for your records from here.

### Pickup At:
Brandeis 1; Bay 1 Seneca
1801 Watterson Trail,
Louisville, KY 40299

### Troop 309
Lincoln Heritage Council Seneca

### Katie Everette
4116 North 30th Street,
Louisville, KY 40206
Phone: 502-583-1524
Email: everette@lhc.org

<table>
<thead>
<tr>
<th>Product</th>
<th>Name</th>
<th>Price</th>
<th>Qty</th>
<th>Ext Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>G</td>
<td>14pk Extra Bt Roasted Summer Corn</td>
<td>$15.00</td>
<td>16</td>
<td>$240.00</td>
</tr>
<tr>
<td>KK</td>
<td>13oz Cinn Crunch Popcorn Tin</td>
<td>$20.00</td>
<td>16</td>
<td>$320.00</td>
</tr>
</tbody>
</table>
If you need to make changes to your submitted order, go back to your Dashboard and click “Unit Orders”. Screen will show all orders; click order# to be changed. This will open the order to allow changes. ANY CHANGES MUST BE MADE BEFORE “UNIT ORDER DUE” DATE
Click product to be changed. Once order is revised, click on “Save” then click on “SUMMARY”.

<table>
<thead>
<tr>
<th>Code</th>
<th>Product Name</th>
<th>Price</th>
<th>Needed from Scout Sales</th>
<th>Order Quantity</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>G</td>
<td>14pk Extra Btr Roasted Summer Corn</td>
<td>$15.00</td>
<td>0</td>
<td>10</td>
<td>$240.00</td>
</tr>
<tr>
<td>KK</td>
<td>13oz Cinn Crunch Popcorn Tin</td>
<td>$20.00</td>
<td>0</td>
<td>16</td>
<td>$320.00</td>
</tr>
<tr>
<td>L</td>
<td>Caramel Popcorn Tin</td>
<td>$10.00</td>
<td>0</td>
<td>24</td>
<td>$240.00</td>
</tr>
<tr>
<td>MM</td>
<td>22 Pk Movie Theater Extra Butter MW</td>
<td>$25.00</td>
<td>0</td>
<td>16</td>
<td>$450.00</td>
</tr>
<tr>
<td>P</td>
<td>3 Way Cheesy Cheese Tin</td>
<td>$35.00</td>
<td>0</td>
<td>5</td>
<td>$175.00</td>
</tr>
</tbody>
</table>
From the Summary page print your Revised Order for your records.
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
- Chocolately 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
• 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!

Try not to look at the Cute Puppy!

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

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

Use Your Login info
READY TO TAKE ORDERS ON THE GO!
ADDING SCOUTS FOR MOBILE APP OR ONLINE SALES
To Import Scouts, click on “Setup/Import Scouts”
Click on Import Scouts above.

NOTE: Scouts must have a UNIQUE email address to access the system.
You will need to create an excel spreadsheet with Headers to match the Import template to upload your Scouts. Once your template is completed, click on Browse to select your excel file. Click “First Row Has Headers” on Import Scouts form. Click the down arrow for Council and select your header “Council” it will populate your Council Name. Continue until all information is on the Import Scouts form. This will open up where you can then click “Upload”
Make sure all columns have the correct information and each Scout has a UNIQUE email address. If siblings are in same Unit, you can use one email address for multiple Scouts. Type multiple "First Name" in column.
Step 2 – Setup/Invite Scouts – From this page, send Sign-on Link to all Scouts or select Scouts by clicking on box to check mark.

Step 3 – Click on “+Add User” for new Scouts. Click “Remove” to remove inactive Scouts. Click on any Scout to update information.

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