Royal Theme

Youth Program

It will be each boy’s Knightly goal to reach $350 in sales. By reaching this goal, each boy will be knighted in a special ceremony by Prince Nagalli and will be given the distinguished “Popcorn Knight” patch. These new Popcorn Knights will also be allowed to test their Knightly skills by throwing a pie in the face of a designated adult.

Unit Program

A Royal Unit goal will be established by multiplying the unit’s membership by $350. By reaching their Royal Goal, the unit will receive a Royal Unit streamer. Units will receive handouts with their goals at roundtable meetings.

Each unit is also encouraged to take part in the “Knocking for Popcorn” campaign and have their Scouts sell popcorn door-to-door in small teams.

Sale Dates

Tuesday & Wednesday, August 22 & 23, 2017: Council Popcorn Kickoffs

Saturday, September 16, 2017: First Day of Popcorn Sale (No EARLY sales)

Sunday, October 22, 2017: Last Day to Sell Popcorn

Wednesday, October 25, 2017: Unit Popcorn Orders Due - Unit Popcorn Orders need to be placed online. NO LATE ORDERS ACCEPTED!

Wednesday, October 25, 2017: Unit Prize & Patch Orders Due – Prize & Patch Orders Placed Online

Friday and Saturday, November 10 and 11, 2017: Popcorn Sorting/Pick up – VOLUNTEERS NEEDED, please contact your District Kernel or District Executive for more information.

Unit Kernel Job Description

Unit Popcorn Kernel (Earn the 2017 kernel vest)

Complete each of the first four goals to earn the fleece:

1. **GOAL 1:** Attend the Council Popcorn Kickoff on August 22 or 23, 2017.
2. **GOAL 2:** Host a unit sale kickoff and use the 2017 BULLET BOARD.
3. **GOAL 3:** Coordinate and promote your unit’s “Knocking for Popcorn Campaign” during the sale.
4. **GOAL 4:** Achieve Royal Sales Goal.
5. Perform the mock “Pie in Your Face” promotions skit at your September Pack or Troop Meeting.
6. Collect popcorn orders and prize selections from each Scout and combine them to create your unit’s order. Unit popcorn and prize brochure orders must be submitted online by October 25th, 2017.
7. Bonus prize orders ($2,500 and $4,000) level placed online at www.prpopcorn.com.
8. Scout sales and kernel info need to be entered on the council website at http://www.samoset.org/popcorn.
9. Coordinate popcorn pick-up with your district and distribute popcorn to the Scouts of your unit.
10. Perform the “Knighting Ceremony” with your unit.

**Royal Unit Sales Goal: $_______________**

*(Pack goals are based on $350 per registered youth as of June 30th, 2017. Goals for Troops & Crews will be based on 75% of registered youth as of June 30th, 2017.)*

**Popcorn Sales Tips**

**Tips for Popcorn Kernels:**
- The last day of sales published by the council reflects the general amount of time needed for a unit to place their order by the deadline 3 days later. If you feel you need more time, set an earlier order deadline for your unit.
- Issue money collection envelopes with popcorn (not before) and write the date the money is due on the envelope. Payment should be collected from customers when the popcorn is delivered, not at the time of the order.
- Have parents issue checks payable to the unit for cash collected by Scouts to ensure accuracy of amount and to avoid lost cash.

**Tips to Communicate to Scouts:**
- There are four selling parts to successful sale.
  - Scouts call or visit friends and family and ask for orders.
  - Mom & Dad sell at work.
  - Scouts knock door-to-door for orders.
  - Scouts and parents send a follow-up email with the PDF order form attached.
- Wear a Scout uniform and always sell with a parent or another Scout.
- Never enter a house or apartment without an adult you can trust.
- Be polite and courteous; always say “please” and “thank you”.
- Always ask “what items would you like to buy?”, rather than “would you like to buy an item?”.
- Do not collect money with the order! Money is collected when the popcorn is delivered.
- Seven out of ten houses will buy when asked and most of those will buy again.
- Keep your order forms for next year’s sale to build a customer list.

**Additional Sales Resources:** (*found at www.samoset.org*)
- Buy Popcorn Here Flyer - post at work on your office door or work station
- One page PDF order form - email to your friends, family, and co-workers
- Super Trip Guide Book - event ideas for your unit
- Thank You notes template – Distribute with your popcorn when delivering
- Super Pack Worksheet – Budget worksheet to determine sales goal per Scout
- Mobile site with sales info at www.royalpopcornsale.com
Prize Programs

Program # 1 - Prize Brochure Plan OR Straight Commission Plan (Choose 1)

Samoset Council offers units the option to choose whether Scouts in their unit will receive additional prizes from the “Prize Brochure” program or receive an increased commission. Each unit must choose one plan and communicate its choice to their Scouts before the sale. Regardless of the sales plan chosen, all Scouts are eligible for prizes in the “Bonus Prize” program #2 below.

Option 1: Prize Brochure Program Plan (STRONGLY recommended for Cub Scout packs!)
Unit receives 30% commission of their total sale and Scouts earn a prize from the prize brochure program AND the bonus prize program. Prizes from the prize brochure provide great motivation for Scouts and are delivered just a couple of weeks after the sale.

Option 2: Straight Commission Plan
Unit receives 34% commission of their total sale. Scouts do not earn prizes from the brochure prize program but are eligible for all the “Bonus Prizes” in the bonus prize program.

Program # 2 Bonus Prizes - available to all Scouts (Prize Brochure AND Straight Commission Plans)
Each Scout is eligible to earn a prize in each sales category. For example, a boy that sells $600 in popcorn will earn prizes in categories 1, 2 and 3. See page 6 for ordering instructions.

1 $25 and Up
   • 2017 Participation Patch
   • Prize Program level starts at $150 dollars

2 $350 – Royal Knight Level
   All the prize categories above plus:
   • Royal Knight Recognition. Includes a 2017 Royal Knight Patch (pictured on cover), Knighthood and a toss of a pie in the face of a designated adult

3 $600 – Camp Certificate Level
   All the prize categories above plus:
   • $30 Samoset Camp Certificate

4 $2,500/$4,000 -Winner’s Circle Levels
   All the prize categories above plus ONE of the following
   • $2,500 level prizes: Apple iPod touch 32GB, GoPro HERO HD, Soundbar system, Drone quadricopter, Chromebook Touch, 39” Smart TV, Hoverboard, or $200 Best Buy Gift Card
   OR
   • $4,000 level prizes: Nintendo Switch, Playstation 4, Xbox One 500GB, or $400 Best Buy Gift Card

Samoset Council
“Hull of Fame”
The top selling Scout and unit in the council will be inducted into the Samoset Council “Hull of Fame”.
- Name added to the “Hull of Fame” plaque displayed in the Council office.
- Your family is invited to the popcorn celebration dinner in December.
- 4 VIP passes to tour the Pecatonica River Popcorn facility.

“Knocking for Popcorn” AND “Online sales video” drawing for a Nintendo Switch! To qualify, units must submit the names of the Scouts who “Knocked for Popcorn” or created an online sales promotion video through the council website at http://www.samoset.org/popcorn by Oct. 25th, 2017.
Placing Your Unit Popcorn Order

www.PRPopcorn.com

Step 1: Commit to sell – lets the Council know that you are participating in the sale and helps with the distribution of sales materials.

Step 2: Track and tabulate your sales – keep track of per boy sales offline with the handy spreadsheet. When it comes time to place your order, simply enter the totals from the worksheet.

Step 3: Place your order – hop online and tell us how much popcorn to send to your unit and you are done!!!

Step 4: How to edit a popcorn order.

Step 5: Sign up Scouts to sell online.

Step 6: Enter qualifying scouts ($2,500 or $4,000 in sales) into “Winners Circle”.

Step 7: How to place participation patch order (all Scouts) and prize order for units participating in the prize program (recommended for all Cub Scout packs).

Step 1. How to Complete Commitment to Sell form

2. Click “My Account” in the top right corner of the page.
3. Click “Create Unit Profile”.
4. Enter the Council Key provided by the council.
5. Choose your District, unit type, and unit number from the drop downs to see if your unit already has a commitment record on file.
6. If step five returned no records, you will be taken to your unit contact form. If step returned contact information for someone other than the person handling the sale, email pops@prpopcorn.com to update the email address to gain access to the account.
7. Fill out the required information (Note: the email address entered here is where we will send a confirmation upon receipt of your commitment form) and then click “Create Profile”. You will receive a confirmation email with the information you just entered. You can also log into the site using the link in step 1 to update any information throughout the sale.
8. Log into your account using the information you just submitted to complete the registration process.

Step 2. How to Tabulate My Order

2. Click “My Account” in the top right corner of the page.
3. Enter the email and password that was used to commit the unit to sell.
4. Click “Download Worksheet Tool” from the unit dashboard.
5. Enter in the Unit information, scout names, and product quantities that each boy sold.
6. The totals at the bottom of the page are what you enter into the popcorn order form to place your popcorn order.
7. Print, save, or email your worksheet to satisfy record keeping or commission requirements.

Step 3. How to Place a Popcorn Order

2. Click “My Account” in the top right corner of the page.
3. Enter the email and password that was used to commit the unit to sell.
4. Click “Place Order” from the unit dashboard.
5. Choose your order type and pick up location from the drop box menu and click continue.
6. Choose the desired number of cases and/or containers from the respective fields.
7. Click “Submit” to place your order. You will be allowed to edit your order until the council approves the order for fulfillment.
Step 4. How to Edit a Popcorn Order
2. Click “My Account” in the top right corner of the page.
3. Enter the email and password that was used to commit the unit to sell.
4. Click “View Orders/Edit” from the unit dashboard.
5. You are able to edit the order as long as the approved column shows a “No” next to the order. Once approved you will no longer be able to do any edits to the order (only view). To make changes, click the edit link to the right of the order.

Step 5. How to Sign up Scout for Online Seller ID
2. Click “My Account” in the top right corner of the page.
3. Enter the email and password that was used to commit the unit to sell.
4. Click “Enter a Scout for a Seller ID” from the unit dashboard.
5. Enter the Scout’s first name, first two initials of last name and the parent guardian email. Repeat until all Scouts have been signed up.

*The Unit Leader and Parent/Guardian receive an email with the Scout’s Seller Id.

*The Parent/Guardian will receive a form email on behalf of the Scout to forward to family and friends.

*The Unit Leader and Parent/Guardian will get an email when an order has been shipped so that sales can be tracked per boy through the online worksheet tool.

*These online sales do count towards the prize and bonus prize levels.

Step 6. How to enter a Scout into Winners Circle ($2,500 and $4,000 sellers)
2. Click “My Account” in the top right corner of the page.
3. Enter the email and password that was used to commit the unit to sell.
4. Click “Enter Scout into Winners Circle” from the unit dashboard.
5. Enter the Scout’s first name, first two initials of last name, dollar amount sold (including online sales, zip code, prize choice, and the parent guardian email). Attach a copy of the sales flyers or worksheet tool that can be used to verify the sales being reported. Repeat until all Scouts have been signed up.

Step 7. How to Order Participation Patches and Prizes
2. Click “My Account” in the top right corner of the page.
3. Enter the email and password that was used to commit the unit to sell.
4. Click the “Place Prize Order” button in the bottom right corn of the unit dashboard. This will take the necessary profile information and current sales (including online) and populate them in the prize ordering website allowing for a quick order.

Brochure Prize and Participation Patch Orders

Brochure Prize and Patch orders are due online by: Wednesday October 25th, 2017. For the 2017 sale, there is one prize program for all Scouting programs. The prize flyers are included with all sales flyers so make sure to remove them if you are not selecting the prizes this year. Unit Popcorn Kernels will follow the link after placing the popcorn order. For units not participating in the brochure prize program, participation patches still need to be ordered through the online system.
Prize Tally Sheets (Brochure Prizes)
This form is used to keep track and tally your order only. Prizes orders must be submitted online. Please follow the instructions in the next section.

2017 Prize Brochure

Prize Tally Sheet

Online Brochure Prize & Patch Ordering
If you need assistance with this process, please contact BSA Customer Service via e-mail at ndc.prizeincentiveprogram@scouting.org, call BSA Customer Service @ 800-323-0736, or call your Council office.

Prize ordering instructions:
Step 1. Go to www.prpopcorn.com
Step 2. Click on “my account” in the upper right hand corner
Step 3. Enter your email and password
Step 4. Click the “LOGIN” button
Step 5. Click on the indicated button to order your prizes, this will take you to the BSA prize mania website to complete your prize order

Online Sales:
Increase your profit through internet sales!

Pecatonica River Popcorn gives you the ability to sell to relatives and friends via the internet! Reaching sales goals are that much more attainable as you are no longer confined geographically. FOLLOW THE STEPS BELOW…

1. Contact your Unit Leader and let them know that you want to register to sell online. You will need to provide a home email address to receive your Seller’s ID and confirmations when orders have shipped with your Seller’s ID.

2. When your Unit Leader signs you up for a Seller’s ID, an email will be sent to the email address you provided. This email can be forwarded on to family and friends to help support you and your unit for the popcorn sale.
**Information to turn in at Popcorn Pickup**

1. Popcorn check (made out to Samoset Council)
2. 2017 invoice (will be emailed to you prior to pick up)
3. 2017 Popcorn Survey

**Kernel Incentive and Prize Drawings**

You will need to enter each Scout’s information for your unit following the sale. You will access this online entry form through the following link: [http://www.samoset.org/popcorn](http://www.samoset.org/popcorn).

You will be entering the following information online:

1. Kernel name
2. Unit number and type
3. Did you earn the 2017 kernel incentive? (If yes, what size?)
4. For each Scout, you need to enter the following:
   a) Scout’s name
   b) Scout’s sales
   c) Scout’s rank
   d) Did this Scout “knock for popcorn”?
   e) Did this Scout create an “online video”?

**Popcorn Pick up Locations**

Unit Popcorn Orders will need to be picked up on Friday or Saturday, November 11 or 12, 2017. Your district’s pickup location is listed below. Remember to arrive with enough personnel and vehicle space to load your unit’s popcorn (larger orders may require several vehicles, trucks, or trailers!) As a guide, an automobile can hold as many as 20 cases of popcorn, a sport utility vehicle can hold up to 40 cases, and a van can hold up to 60 cases. Plan your needs accordingly. Also, bring a blank check to the pick-up site to pay for your unit’s popcorn order.

**Popcorn Pick up Locations by district:**

- **Ahdawagam District:** Verso Paper Corp. - 700 Dura Beauty Lane, Wisconsin Rapids
- **Mushkodany District:** Sentry Insurance Archives - 2601 Hoover Avenue, Plover
- **Ojibwa District:** Superior Papers – 1616 Roddis Street, Marshfield
- **Rib Mountain District:** Weston Warehouse – 7005 Rickyvale Street, Schofield
- **Northwoods District:** Tomahawk National Guard Armory – 215 Armory Road, Tomahawk
- **Crystal Lake District:** National Guard Armory – 1136 Adams Way, Rhinelander
“Knocking for Popcorn”

Group Knocking

Take a den, patrol, or even the whole troop out selling popcorn door-to-door. Have 2 or 3 boys on each side of the street and leaders following behind in a car. Have the boys take turns asking the homeowners to buy two items to help them with their fundraising. Start around 9:00 a.m. and finish around noon. Each unit is encouraged to meet after the sale for a Rally Party (i.e., roller rink, bowling, indoor pool, McDonalds, etc.). Unit may also recognize those boys who sold the most popcorn that day.

Individual Knocking

Encourage families to go out on their own during the sale of knock for popcorn. Here are some proven knocking for popcorn tips:

- Pick a few nights during the sale to knock on doors between 5:30p.m. and 7:00p.m. (more families are home during the weekday evenings than on the weekends).
- Scouts can average between $100-$200 in sales each night knocking on doors.
- Stop at houses with cars in the driveway or open garage doors to maximize your efforts.

“Knocking for Popcorn” Nintendo Switch Drawing

To qualify, units must submit the names of the Scouts who “Knocked for Popcorn” or created an online sales promotion video through the council website at http://www.samoset.org/popcorn by Oct. 25th, 2017.

2017 Military Donation

Pecatonica River will once again be shipping the popcorn care packages to active military personnel. Please use the military donation receipt for customers who would like to include this with their 2017 tax returns.

“Pie in Your Face”

Promotion Skit

When:
- September Pack Meetings and Troop Meetings
- September Roundtables

Props:
- Pie (whipped cream and pie plate)
- Jester Hat

Characters:
- Unit Leader
- Jester with the pie
Skit Highlights:

Have Jester come running into the meeting with a pie.

Jester attempt to throw a pie in the unit leader’s face because he believes he is a Popcorn Knight.

Unit leader stops Jester and explains the program.

a. Scouts must become Knighted into King Smiley’s royal court first
b. Scouts must sell $350 in popcorn to become eligible for knighthood
c. Scouts will be Knighted in a special Knighting Ceremony
d. Scouts will receive a distinguished Royal Popcorn Knight patch
e. Scout will be able to throw a pie in a leader’s face
f. Unit leader explains and announces the date of the unit’s “Knocking for Popcorn Campaign” and the location of the Rally Party

After Jester leaves the stage, direct your attention to the parents:

- Reiterate how important the popcorn sale is.
  - Generates the core funding for the unit’s programs and awards.
  - Less time fundraising and more time spent on fun programs.
  - Proceeds can help subsidize camp fees.
- Stress the importance of the “Knocking for Popcorn” campaign and encourage everyone to attend. Give an example of the money that can be made that day.
  (25 boys with 7 orders each = about $2600 in sales or about $788 profit to the unit)
  - Unit Royal Goal
  1. Announce your Royal Unit sales goal.
  2. Show the sample ribbon in the promotions guidebook.

**Knitting Ceremony**

**Script**

**When:**

December or January Pack Meetings and Troop Meetings

**Props:**

- Pie (whipped cream and pie plate)  
- Sword and Shield  
- Red Cape  
- Royal Popcorn Knight Patches  
- Backdrop for scenery  
- Crown  
- Rain Poncho or Garbage Bags  
- Horn or recording of horns  
- Goggles

**Characters / Participants:**

- Prince Nagalli  
- Horn Blower  
- “Pie in the Face” recipients  
- Scouts to be knighted

**Groups of boys can be knighted at once. Prince Nagalli can tap each kneeling Scout on their shoulder with his sword as he reads his part.

**Horns Blow**
Prince Nagalli: “Welcome people, I am Prince Nagalli of King Smiley’s Kingdom. We are gathered here today to pay special tribute to those Cub Scouts (Boy Scouts) who took upon themselves to accept King Smiley’s challenge. It is not an easy challenge but those who were strong and able enough to sell $350 in popcorn will be knighted tonight.”

(call up an individual or group of Scouts)

Prince Nagalli: “Please kneel before me as I knight you.”

Place the sword on the Scout’s shoulder

Prince Nagalli: “You have successfully met the requirements to become eligible for knighthood and King Smiley would like to invite you to become a Royal Popcorn Knight to help protect and defend the kingdom. You have shown great credit upon yourself and your pack. You have worked hard and deserve the knighthood. Therefore I now knight thee under King Smiley’s directive for the next year.”

Remove the sword

Prince Nagalli: “Please stand……Here is your Royal Popcorn Knight patch. Wear it proudly.”

Prince Nagalli: “Congratulations, let’s give [Scout’s name/these Scouts] a round of applause.”

Prince Nagalli: “At this time, let’s test their skills at protecting this kingdom….. Let the Knights throw the pies!”

Horns blow

### Contact Information

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