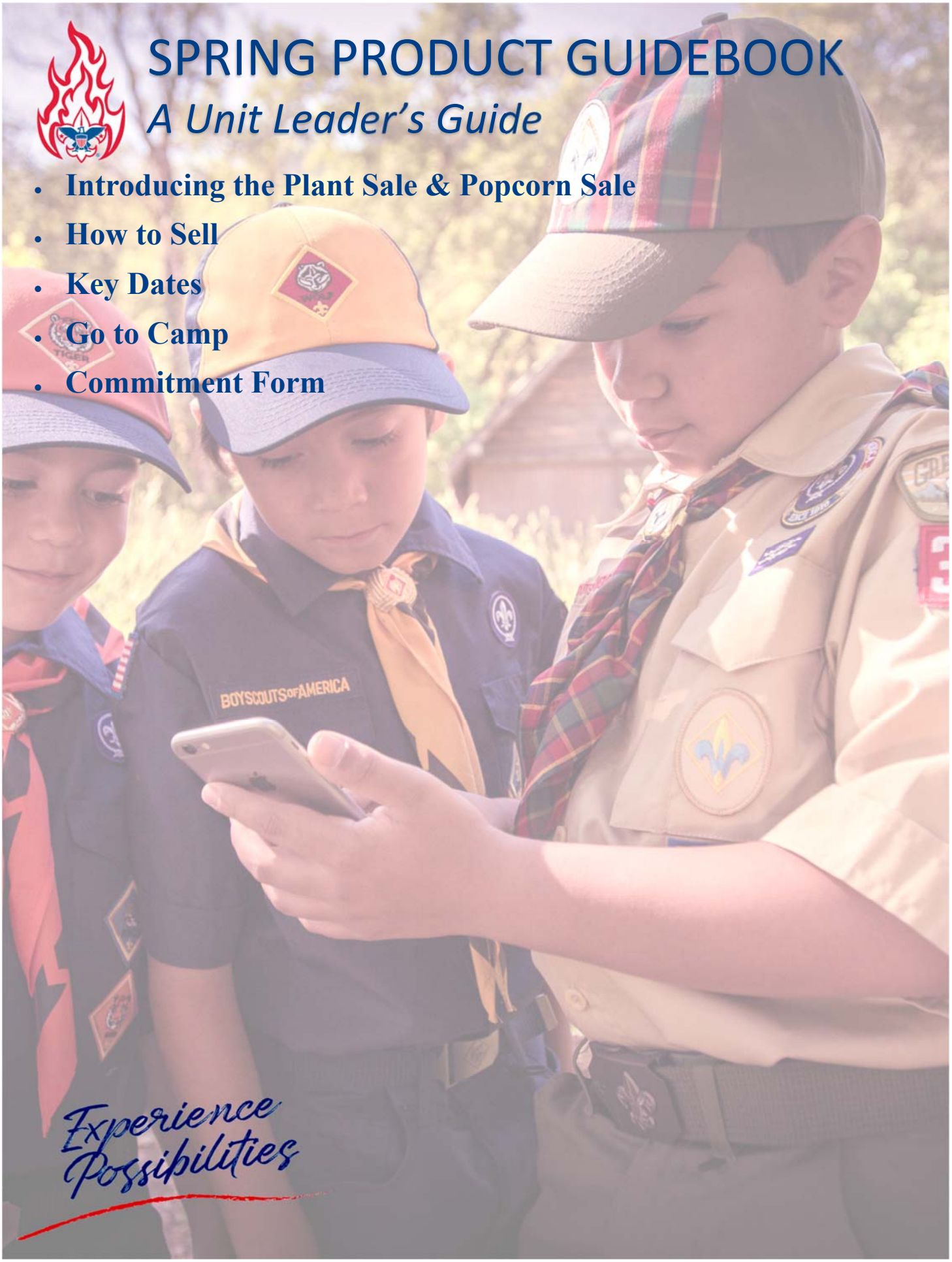
SPRING PRODUCT GUIDEBOOK

A Unit Leader's Guide

- **Introducing the Plant Sale & Popcorn Sale**
- **How to Sell**
- **Key Dates**
- **Go to Camp**
- **Commitment Form**





INTRODUCING OUR PLANT SALE

Northwoods Greenery are providing Scouts with a collection of bedding plants, perennials and hanging baskets to sell through a sales catalog and/or online!

Units participating in the program will earn 6o% commission per item sold. The sale begins on February 15, 2020.

Units who complete the commitment to sell form prior to Feb. 26 will receive their own personal website for online sales.

Greenery At-A-Glance

- Marigold "Yellow Boys'
- Petunia Mix
- Pansy Mix
- Impatiens Mix
- Coleus
- Geranium Container
- Petunia Purple Wave
- European Shade Mix
- Fuchsia Basket
- 10-inch Fallen Hero Plater (Donation)

The Value of Selling Plants

Program	Cost	Average number of plants to sell per youth
Cub Scout Day Camp	$175-$195	44-50
Webelos at CFL	$205	52
Summer Camp at CFL	$325	82

Register for Summer Camp and/or Day Camp by April 10th to receive a discount on your registration.



INTRODUCING SPRING POPCORN SALE

Scouts have an amazing opportunity to earn 50% commission on the Spring Popcorn Sale!

To earn the 50% commission, overstocked product must be claimed by February 26 with pick up on February 29. Whatever sold from your purchase will provide you with the 50% commission.

Online sales will begin March 1; your Scout can earn 40% commission through online sales.

Popcorn At-A-Glance



Salted Caramel Popcorn



White Cheddar Cheese Corn



Classic Caramel Corn



Popping Corn



Premium Caramel Corn
with almonds, cashews & pecans

The Value of Selling Popcorn in the Spring

Program	Cost	Average number of cases to sell per youth (50% commission)
Cub Scout Day Camp	$175-$195	2-4
Webelos at CFL	$205	2-4
Summer Camp at CFL	$325	2-6

Register for Summer Camp and/or Day Camp by April 10th to receive a discount on your registration.

KEY DATES



PLANT SALE

February 2020	Spring Product promotions and unit sales sign-up begins
February 26, 2020	Last day for units to sign-up for spring product sale (units who sign up by Feb. 26 will receive their own website for online plant sale orders)
March 1 - April 4, 2020	Spring Plant Sale
April 4, 2020	Initial/bulk plant orders due online
April 5 - May 1, 2020	Plant sale add-ons
May 18 - May 22, 2020	Plant sale delivery

POPCORN SALE

February 2020	Spring Product promotions and unit sales sign-up begins
February 26, 2020	Last day for units to sign-up for spring product sale.
February 26, 2020	Popcorn order deadline for product pickup
February 29, 2020	Pay for Product you want - NO RETURNS
March 1 - May 1	Online popcorn sale begins



Your role as Spring Product Sale Chair is to teach your Scouts how to sell. To get there, your unit needs to employ all three sales methods. Create a plan and train your Scouts in all three methods. This will give you the best results.

Door to Door - Take your Sales Catalog for a trip around the neighborhood. Highlight your favorite plants! Ask your Patrol or Den to schedule a "Blitz Day." This is a day when your fellow Scouts select a neighborhood and go door-to-door as a group to ask people to buy plants.

Show & Sell (store front sales) - Set up a table and share your product catalog on the spot. This can be an effective approach in the right location at the right time, but don't hang your hat on this approach alone. Focus on multiple locations at the same time. Be sure not to over schedule Scouts.

Sell at Work - Great for Mom and Dad to help their Scout. Have Mom and Dad take the Sales Catalog to work. Most importantly, when you are selling plants tell the people what the money is for!

Sales techniques for Scouts

Scout parents will appreciate that selling plants provides their child with an opportunity to improve self-confidence through public speaking. When selling, Scouts should:

- Wear their uniform.
- Smile and introduce themselves (first name only).
- Explain that they are raising money for summer camp, day camp, etc.
- Share a personal testimony of their time in Scouting.
- Explain that plants can beautify the community
- Close the sale. Thank the buyer.

Each unit should have a Spring Product Chair. Their responsibilities are to manage all aspects of the sale and to clearly communicate sale information to your leaders, parents and Scouts.



WHAT IS A SPRING PRODUCT CHAIR?

Responsibilities:

- Arrange pick-up of product catalog/guidebook, if needed.
- Set a unit goal and per Scout sales goal.
- Secure locations and coordinate storefront sales and Blitz Days.
- Explain the Spring Product Sale program to your adult leaders.
- Recruit one or more parents as Assistant Chairs, as needed.
- Plan sales activities.
- Update your unit each week on sales total (post results at unit meeting place).





SAFETY & COURTESY

Review these safety and courtesy tips with Scouts and parents.

- Sell with another Scout or with an adult.
- Never enter anyone's home.
- Never sell after dark – unless with an adult.
- Don't carry large amounts of money.
- Always walk on the sidewalk and driveway.
- Be careful of dogs while selling.
- Whether or not the person buys your spring product always say, "thank you."

When selling the spring products Scouts are actually selling:

- Character
- A better community
- The benefits of Scout Summer Camp

Emphasize that each product sold helps a Scout go to camp, purchase a uniform, or attend other Scouting activities. Camp Spring sales are successful because communities want to support Scouting.



Spring PLANT Sale Commitment Form

Sign up easily at www.ThreeFiresCouncil.org or continue to fill out this form

☐ YES! Our unit will participate in the 2020 Spring Product Sale!

☐ YES! As an individual Scout, I will participate in the 2020 Spring Product Sale!

Unit Information:

Unit Type: Pack Troop Crew Post
(Please circle one)

Unit #:_____ District: _____

How many catalogs would you like to start the campaign with? _____
**We recommend units order 2 catalogs for each Scout that would like to sell.*

Pick-up location for catalog *(circle one):* Roundtable Council Office

Unit Product Sale Key Contact:

Name: _____ Position in Unit: _____

Address: _____

City_____ State: _____ Zip: _____

Best Contact Number: _____

E-Mail Address: _____

Please return completed form to:

Three Fires Council by FAX at 630-584-8598 or scan and email to TFC@Scouting.org.

For more information or to register online, visit: www.ThreeFiresCouncil.org/support/sales

Spring POPCORN Sale Order Form

Order Due: February 26, 2020 by 5:00 PM

Product Pickup: February 29, 2020: 7:30 – 9:30 A.M. (Pick up time will be assigned)

DeMar Logistics: 320 Fullerton Avenue, Carol Stream, IL 60188

Name: _____ Phone: _____ District: _____

Email: _____ Unit: _____

POPCORN HOTLINE 630-584-9250 FAX 630-584-8598 EMAIL Becky.Greenlee@Scouting.org

If your unit would like to sell some additional popcorn and earn some extra money for the unit, we have popcorn available for you to buy and sell door-to-door or at storefronts with **50% commission** going to unit. To participate, simply fill out this order form with the product you would like to buy. You will buy the product from us to sell; no returns will be accepted. Orders must be received no later than February 26. **We will accept orders by case only.** Payment (by check only) will be taken when the popcorn is picked up at DeMar on February 29.

PLEASE NOTE: We have limited availability of product. First come, first serve for this opportunity only. Your form must be turned in either in person to office, by submitting form by email or by filling out the online form found on our website under Product Sales. Once form is submitted, you will be notified if all of your product will be available for pick-up.

Description	Retail Cost per Container	Sales Price (your cost)	# Cases Ordered	Cost per Case	Total
Salted Caramel	$25	$10		$120	
Jumbo White Cheddar	$20	$10		$80	
Premium Caramel Corn w/ Nuts	$20	$10		$120	
Classic Caramel Corn	$10	$5		$60	
Popping Corn	$10	$5		$60	
TOTAL					

I hereby agree to pay for these products upon pick-up at DeMar Logistics on February 29, 2020. I understand this product is non-returnable and non-refundable.

Signature: _____ Date: _____

I hereby acknowledge receipt of the above listed product.

Signature: _____

Please return completed form to:
Three Fires Council by FAX at 630-584-8598 or scan and email to Becky.Greenlee@Scouting.org.
For more information or to register online, visit: www.ThreeFiresCouncil.org/support/sales



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