

Are you ready to make Scouting [FREE](#)? Selling just \$600 worth of Popcorn nets you \$180! That's enough to cover all weekend camping and maybe even you membership in January! Plus, you'll earn in [BONUSES](#) a Swiss Army Adventure Locking Blade Pocket Knife, a Zyclone Launcher, a \$20 gift card and a really cool Patch! The best way to keep the adventure in Scouting alive is to have the freedom to do things and go places, but as we all know this take money. By selling [Trails-End Popcorn](#) you can be in control of your own Scouting destiny. To help everyone get an idea of just what they can earn and what they can do, click on the word free it will show you what you need to sell to be able to pay for different levels of adventure.

Trails-End Popcorn is giving you another opportunity to earn a \$15 gift card. Check out the [On-Line Bonus](#) . It tells you how you can earn an extra \$15 Bonus for on-line sales done from September 1st to September 20th. This is in addition to the normal Bonus you get for .

One of the ways to sell is called Show and Sell. This is were a group of Scouts get together and sell popcorn in front of a store (you've probably seen other groups do this all the time going shopping with your parents). This would be a great way for a Patrol to work towards being the Top Selling Patrol and win the Pizza Party! There's a little bit of work needed to be done to set up for Show and Sell so talk to your Patrol Leader, your parents and fellow Scouts then contact Mr Boller at 989-1537 or gboller@troop285.com to get the popcorn popping! Talk to your Patrol Leader, make your Patrol the Top Seller!

Probably the most successful way to sell, is Show and Deliver. This is where you go door to door while you take orders but instead of just taking orders, you tell your customer that you have popcorn with you that they can purchase right now! Remember, one of the keys to sales is knowing what you are going to say to your prospective customer.

“Hi, my name is _____, I'm selling Boy Scout Popcorn to earn a Scholarship. Can you help me? AND I have popcorn with me.” is a good way to start. Knowing your products will complete the task. There are three great dates coming up for Show and Sell, September 11th, October 2nd and October 16th. Know why? These are three Buffalo Bills away games and almost everyone will be home to watch the game (no matter how bad they're playing!)

Don't forget to have your customers fill in their name on the order sheet even if they buy right then so you can keep track of who you've sold to for next year! If you need popcorn to do Show and Deliver contact Mrs. Colosi at 667-2967, She will arrange a pick up time with you.

Speaking of [Scholarship](#), This is directly from Trails-End Popcorn. When your sales reach \$2500, Trails-End will set-up a Scholarship fund where you get 6% of your total sales towards a College Scholarship. This fund even earns interest so it grows even more! In addition, once you earned the Scholarship, each and every year you sell popcorn, 6% of your sales goes toward your scholarship no matter how much (or little) you sell.

For more information on selling popcorn, check out [Ways to Sell](#) it explains in detail the 4 different ways to sell popcorn.

Did you know that the [Greater Niagara Frontier Council](#) (GNFC) is having weekly prize drawings for everyone who turns in a filled order sheet? The first drawing is September 11th. All you have to do is copy your filled order sheet and fax to 716-891-9000 or email it to Justin.king@scouting.org and your name is put in for the drawing. Click [HERE](#) for more info on all the drawings. If you fill up your order form and need more, contact Mr Boller at 989-1537 or gboller@troop285.com.

Any Scout who turns in popcorn money (remember either as checks from the customer or from your

parents made out to Troop 285) at the September 15th Troop Meeting will be entered into a raffle for a \$10.00 gift card for either [Campmor](#) or the [BSA Scout Shop](#), your choice. Prizes will be awarded at the end of the sales program