



PACK 175 CHRIST THE KING SCHOOL

www.cksscouts.com

Dear Pack 175 Cub Scouts and Parents,

Thank you for helping with our POPCORN EXTRAVAGANZA! Popcorn sales benefit the Pack by providing money for belt loops, awards, the Pinewood Derby, the Blue and Gold Banquet, camp expenses and more. When we sell popcorn, approximately **70% of the sale price goes to our local Scouting council, with almost 35% of the sales price coming directly to Pack 175!** Our popcorn sale is VERY IMPORTANT, and will only succeed if every scout and his family participates.

VERY IMPORTANT DATES!

Saturday, September 26th
SALE STARTS

POPCORN SORTING & PICK UP

9:30am—10:30am Sort Popcorn into "Kits"
10:30am—11:30am Popcorn Pick Up



LOCATION: Outside of Tuohy Hall

November 3rd & 4th (Tues & Wed)
SALE ENDS

Money / Popcorn Turn in
5:30pm—7:30pm

LOCATION: Ted Kolbus' House
722 Northview Ave, 46220

NEW THIS YEAR!

In addition to this year's great prizes, you can also earn new **"FILL IT UP" REWARDS!**

Every scout who fills up their Trail's End popcorn order form with 25 separate orders will receive a **FREE Baskin Robbins Sundae**

AND

**A Marshmallow a
"Bow and Mallow"**



**IF YOU NEED MORE POPCORN, OR
NEED TO TRADE OUT AN ITEM...**

CONTACT

2009 Popcorn "Kernel"
Ted Kolbus 752-1671
ted.kolbus@capitolssupplies.com

**HOW DOES PACK 175
SELL POPECORN?**

Each Scout will be given a kit containing an assortment of Trail's End Popcorn totaling \$256.00 (We have found that having popcorn "on hand" to sell leads to higher sales.) You are responsible for this popcorn and need to keep track of it. Your Scout can sell popcorn 2 ways:

"Show and Deliver"

Take the popcorn door to door to friends and family. Have them buy from your on-hand assortment. This is the most effective, highest sales dollar return for you time!

"Show and Sell"

Have your Scout take his popcorn to a local retail outlet and set up a table in front of the store. Display and sell your on-hand assortment of popcorn. Sign up for a Pack Sponsored "Show and Sell" or set your own up!



ALL CHECKS SHOULD BE
MADE PAYABLE TO **"PACK 175"**



SHOW AND SELL DATES

Saturday, October 10th

Lowe's Glendale
62nd & Keystone
3:30PM—6:30 PM

Sunday, October 11th

Northside KofC—Charity Breakfast
62nd & Keystone
8:30am—12:30 PM

Saturday, October 24th

Lowe's Glendale
62nd & Keystone
3:30PM—6:30 PM

Sign up for these dates by contacting
Ann Marie Phelps at
jamphelps@sbcglobal.net



SELL YOUR KIT!



TIPS TO MAKE THIS YEAR'S POPCORN SALES BETTER THAN EVER!

1. Wear your uniform when selling!
2. Practice your "sales talk". Have your Scout get comfortable with what they will say during their sales.
3. Get out the 1st Saturday and Sunday of the popcorn sale! Don't forget, other area Scouts are also selling popcorn, so make sure you are the 1st Scout your friends and neighbors see! Get Out Early!
4. Canvas your neighborhood! Put your popcorn in a wagon and walk door to door in your neighborhood. Let them know you are a neighbor! It's a great way to get to know the neighbors better, and people like to support local Scouts.
5. Use this experience to challenge your child. Success in selling popcorn can raise your Scout's self confidence, and instill a sense of pride.

PARENT IDEAS

Does your company buy gifts for their clients? How about sending delicious Cub Scout Popcorn to them for the holidays?

Open a box of microwave popcorn and put it in the break room with a note that says \$1.00 per bag!

Send an email out to business associates, and out of town friends and family.

Go door to door to local businesses with your Scout!



SELL YOUR KIT!



SELL YOUR KIT!

FOLLOW THIS PLAN:

- ___ Call the grandparents
- ___ Call aunts and uncles
- ___ Call family friends

- ___ Go door to door and visit 6-8 houses (1 hour)
- ___ Go door to door and visit 6-8 houses (1 hour)
- ___ Go door to door and visit 6-8 houses (1 hour)

- ___ Participate in a “Show and Sell” at a store (1 hour)

- ___ Take the sales form to work

Use this as a guide to help you sell your kit. This is what one scout did last year to sell \$650.00



SELL YOUR KIT!