

# 2019 Black Swamp Area Council Popcorn Sale SALE STARTS August 8th!

A proven fundraiser benefiting Scouting: your Scout, your Scouting Unit (Pack, Troop, Crew or Post), and your Council, Black Swamp Area Council

Just some of the awesome prizes that YOU can earn in the 2019 sale with your Amazon gift card!

## TRAIL'S END REWARDS EARN BIGGER REWARDS THAN EVER BEFORE

amazon.com  
gift cards

BUY THE PRIZE(S) YOU WANT WITH AN AMAZON.COM GIFT CARD

TO REDEEM YOUR AMAZON.COM GIFT CARD, SCOUTS MUST HAVE A REGISTERED TRAIL'S END ACCOUNT.

SEE MORE PRIZES AT REWARDS.TRAILS-END.COM

KEEP GOING!

**2018 TOP SELLERS**

**\$88,073**

Beck  
Virginia

**\$88,017**

Mason  
Michigan

**REWARD IDEAS:**

Sell **\$3,500**  
Earn a \$225 Amazon.com Gift Card

**TRAIL'S END COLLEGE SCHOLARSHIP PROGRAM**

Sell \$2,500 of qualifying Trail's End products in any calendar year and have 6% of your total sales count towards your own Trail's End Scholarship. Once enrolled, 6% of your sales each year will go towards the scholarship. You only have to hit the \$2,500 minimum one time. Visit [www.trails-end.com/scholarship](http://www.trails-end.com/scholarship) for full program details.

**NO LIMIT**

Sell above \$15,000 and earn 6% of your total sales in the form of an Amazon.com Gift Card.

**Sell \$15,000**  
Earn a \$1,200 Amazon.com Gift Card

**REWARD IDEAS:**

**Sell \$1,000**  
Earn a \$45 Amazon.com Gift Card

**REWARD IDEAS:**

**Sell \$10,000**  
Earn an \$800 Amazon.com Gift Card

**REWARD IDEAS:**

**Sell \$750**  
Earn a \$30 Amazon.com Gift Card

**REWARD IDEAS:**

**Sell \$7,500**  
Earn a \$550 Amazon.com Gift Card

**REWARD IDEAS:**

**Sell \$500**  
Earn a \$20 Amazon.com Gift Card

**REWARD IDEAS:**

**Sell \$5,000**  
Earn a \$350 Amazon.com Gift Card

**REWARD IDEAS:**

**Sell \$350**  
Earn a \$10 Amazon.com Gift Card

**REWARD IDEAS:**

## It's Popcorn Time

### Make this your best year in Scouting and pay for it with Popcorn!

**PLAN:** Your Scouting year with your Scout and his Den, Patrol, Pack, Troop or Crew.

**FIGURE:** How much money you'll need to pay for your year in Scouting.

**SET:** A popcorn sales goal that will pay for your year.

**SUPPORT:** Your Den, Patrol, Pack, Troop or Crew by selling popcorn.

### How does your Pack or Troop benefit?

- Do one fundraiser, do it well, and get back to focusing on program rather than on fundraising.
- Helps your Scout group meet its budget.
- Allows the Pack or Troop to do activities they otherwise wouldn't be able to afford.
- In some cases, allows the Pack or Troop to assist families that otherwise wouldn't be able to participate in Scouting.

### Sale Tips

- Set your sales goal and don't stop until you reach it!
- Make a list of prospective customers; don't forget to go back to last year's customers.
- Remember to be cheerful and tell how they are helping your unit and Boy Scouts!
- The more you ask, the more you sell.
- The biggest reason people don't buy, is they are not asked!

For more information, please visit our website at  
[www.BlackSwampBSA.org/program/popcorn](http://www.BlackSwampBSA.org/program/popcorn)

The council popcorn webpage has information to help you with your sale efforts, including the following:

- Online sale information
- Printable Table Tent order form
- Key contacts
- Printable 4 page order form
- Important Dates
- Other key information

### Frequently Asked Questions:

**Q. My Unit isn't selling, but I want to sell.**

**A.** You can sell as an individual Den or Patrol, but please get permission from your Unit Committee and work out some of the details before starting. (Who will be the point of contact with Council regarding the sale, how will product be picked up and distributed, how will monies be collected/credited, etc.)

**Q. When is my order due?**

**A.** Unit Show & Sell orders are due 08/09/2019. Unit Take Orders are due 10/26/2019. Check with your Unit Popcorn Kernel for specific details on when they need your orders so that they can submit their order to council.

**Q. Why Popcorn?**

**A.** For more than 25 years, Boy Scouts have been involved with Popcorn Sales. We have worked closely with the vendors in creating a lineup of high quality

### POPCORN PRIZE INFORMATION

Prizes are awarded based on total sales dollars on a tiered system. A Scout may choose from their earned reward level or a reward level LOWER than the earned level.

Every Scout earns a patch for selling one item in the popcorn sale.

Prize levels begin at sales of \$250 for all Scouts.

Sell \$2,500 (combined face-to-face & online) 6% of your total sales each calendar year invested in your own college scholarship account.

#### SELLERS CLUBS

**Bronze Sellers Club:** Selling \$900 will earn the Scout and a parent 1 ticket each to the Sellers Club private movie screening event on January 4, 2020.

**Silver Sellers Club:** Selling \$1,200 will earn the Scout and a parent 1 ticket each to the Sellers Club private movie screening event on January 4, 2020 along with a movie snack pack to share.

**Gold Sellers Club:** Selling \$2,500 will earn the Scout and a parent 1 ticket each to the Sellers Club private movie screening event on January 4, 2020 along with a movie snack pack for each person. The Scout will also earn a special recognition prize. In addition, the Scout will qualify for the Trail's End Scholarship program in which 6% of the sales will count towards the scholarship. Once enrolled, 6% of your sales each year will go towards the scholarship. You only have to hit the \$2,500 minimum one time. Visit [www.trails-end.com/scholarship](http://www.trails-end.com/scholarship) for full program details.

**Platinum Sellers Club:** Selling \$10,000 will earn the Scout and a parent 1 ticket each to the Sellers Club private movie screening event on January 4, 2020 along with a movie snack pack for each person. The Scout will also earn a special recognition medal. The Scout will also qualify for the Trail's End Scholarship program in which 6% of the sales will count towards the scholarship. The Scout will also earn a private pizza party for up to 25 guests.

Any questions regarding the fall Popcorn sale, call the Black Swamp Area Council office at: (419) 422-4356 or e-mail Jim Mason at [jim.mason@scouting.org](mailto:jim.mason@scouting.org) or Kim Davis at [kimberly.davis@scouting.org](mailto:kimberly.davis@scouting.org).

**\$60 Chocolate Lover's**  
 Over \$18.00  
 • Milk Chocolatey Pretzels 17 oz.  
 • White Chocolatey Caramel Clusters 7 oz.  
 • Chocolate Caramel Peanut Clusters 7 oz.  
 • Chocolatey Caramel Crunch™ 15 oz.  
 Comes in a gift tin.

**\$35 Cheese Lover's Collection**  
 Over \$25.00  
 • White Cheddar Cheese Corn 5 oz.  
 • Yellow Cheddar Cheese Corn 5 oz.  
 • Jalapeno Cheddar Cheese Corn 5 oz.  
 Comes in a gift box.

**\$30 Ohio State Tin**  
 Over \$19.00  
 Premium Caramel Corn with Almonds, Cashews & Pecans  
 The ideal pairing of sweet caramel popcorn mixed with almonds, cashews & pecans.  
 Comes in a gift tin.

**\$30 Chocolatey Caramel Crunch™**  
 Over \$27.00  
 Sweet, crunchy caramel popcorn coated in smooth and creamy chocolate.  
 Comes in a gift tin.

**\$25 Salted Caramel Popcorn**  
 Over \$17.00  
 A unique combination of sweet caramel corn with a perfectly balanced finish of sea salt.  
 Comes in a gift tin.

**\$25 18-Pack Microwave Kettle Corn**  
 Over \$18.00  
 Deliciously sweet and salty popcorn that melts in your mouth.

**\$20 18-Pack Microwave Unbelievable Butter™**  
 Over \$14.00  
 The perfect combination of popcorn, oil, salt and butter to make you feel like you're at the movies.

**\$10 White Cheddar Cheese Corn**  
 Over \$7.00  
 The perfect combination of light, crispy popcorn and rich white cheddar cheese deliciousness in every bite.

**\$10 Classic Caramel Corn**  
 Over \$7.00  
 A traditional favorite full of rich caramel flavor.

**\$10 Popping Corn**  
 Over \$7.00  
 Trail's End plain kernels for those who like to make popcorn from scratch.

All products, except Microwave Popcorn (which contains milk ingredients only), are produced in a plant that manufactures and handles products with peanuts, tree nuts, wheat, soy, milk and egg ingredients. \*Across the entire Trail's End™ product line, an average of 73% goes to local Scouting. Average return based on all Trail's End product sales. ©2019 Trail's End®. All rights reserved.

**GO DIGITAL! GET MORE YEESES WITH THE NEW TRAIL'S END APP**  
 Ditch the paper form, download the new Trail's End App! No cash? No problem! Accept credit cards anytime, anywhere for FREE! Learn more and download at [app.trails-end.com/scouts](http://app.trails-end.com/scouts).



NAME	STREET/EMAIL ADDRESS	\$50	\$30	\$60	\$35	\$30	\$30	\$25	\$25	\$20	\$20	\$10	\$10	AMOUNT DUE	DLV.	PD.	DELIVERY DATE
1																	
2																	
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18																	
TOTAL																	\$

SCOUT'S NAME \_\_\_\_\_

SCOUT'S UNIT \_\_\_\_\_

**MY GOAL \$**

**Rewards Total**