

## Placing your initial Show & Sell Popcorn Order



## Your First Order

- This is where you will order the popcorn that your Scouts will be able to sell on-hand through wagon sales, storefront sales, to family, etc.
- This order MUST be placed online by July 5<sup>th</sup>, 2023 for pickup the weekend of July 21<sup>st</sup>-22<sup>nd</sup>.
- This is the ONLY time the Council can guarantee you to have product in hand before product fulfillment in Fall. Otherwise it is first come/first serve from the Council surplus.
- The Council will accept 15% in returns back from units in unsold product, in full cases only.

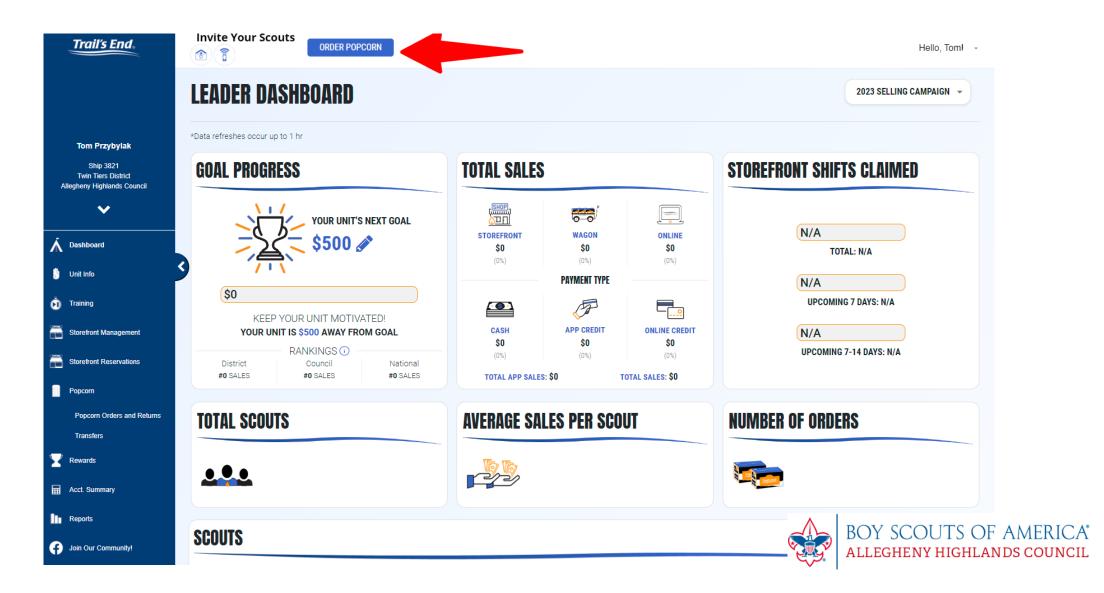


## Order Quantity & Product Mix.

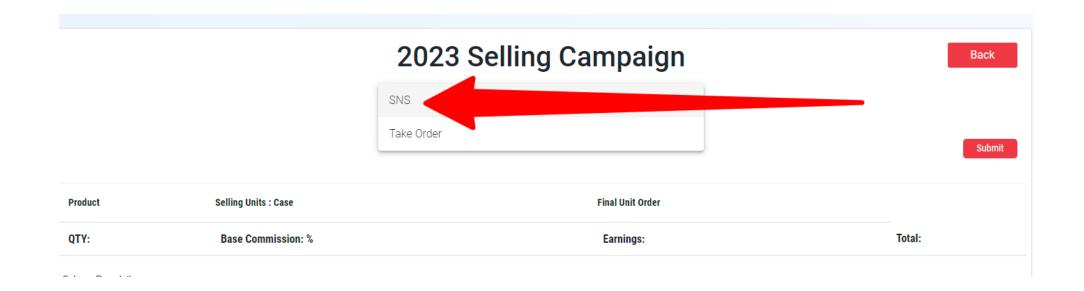
- To determine your order, set a goal for each scout, and figure out how much in total you need to have on hand.
- If you have 10 Scouts, and expect each one to sell \$500 in Popcorn, you would place an order for \$5000.
- The sales system will determine how much of each product you should take based on market research – they know what sells in what area.
- All products are ordered by the case.



To Start your Order, click on the "order popcorn" button at the top of the Trails End Leader Dashboard.

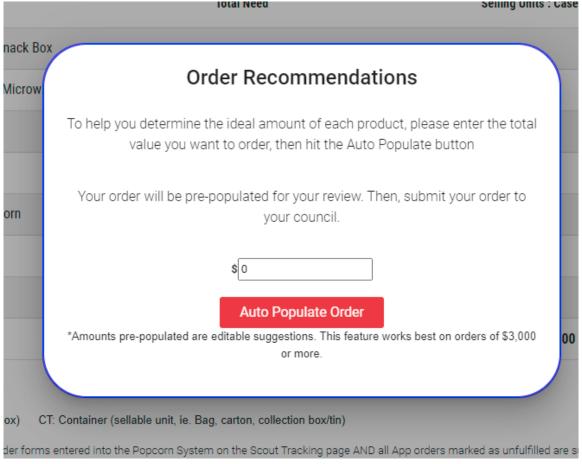


Select "SNS" for "Show n Sell" under the selling campaign.





Enter in the total dollar amount you expect your troop or pack to sell in this year's popcorn campaign.

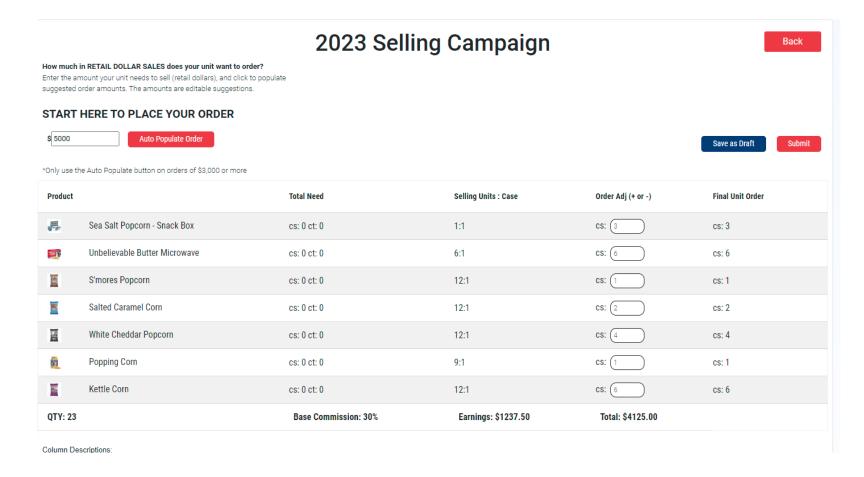




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In the case of "Unbelievable Butter Microwave" – 6:1 means there are 6 boxes of popcorn to one case.

In this example, the suggestion is 6 cases, so that would be 36 boxes of "Unbelievable Butter Microwave"



Trails End will autopopulate your order with a common product mix. You CAN adjust these numbers to get more of one product or less of another, but it is recommended to go with their suggestion unless you have prior experience. Hit Submit, and your order goes to the Council for approval, and you're done until product pickup!

