



# TABLE OF CONTENTS



Unit Kernel Responsibilities.....	1
Popcorn Timeline.....	2
2019 Product Mix.....	3
Why Sell Popcorn.....	4
Best Ways to Sell Information .....	5
Trails End Scout App .....	6
Sell like the Pros.....	7
Unit Commissions.....	8
Trail’s End Rewards.....	9-10
Popcorn Prizes & Council Incentives .....	11
Registration / Product Delivery & Returns.....	12
Paperwork Due Dates & Payment Information.....	13
Council Offices & Website Links .....	14
Unit Master Sales Record Form .....	15
Military Sales Patch Order Form .....	16
Big Spin Party & Top 100 Club Member Form.....	17
College Scholarship Enrollment Form.....	18
10 Ways to Increase Your Sales .....	19
Selling Methods.....	20
Scout Safety & Selling Tips.....	21
Popcorn Contacts .....	22
Frequently Asked Questions.....	23-24

