

UNIT KERNEL'S RESPONSIBILITIES

1. Follow 2019 Popcorn Dates and schedule for unit leaders.
2. Attend your unit's committee meeting to:
 - a. Set a unit sales goal striving to meet or exceed the unit program budget for the year and earn the highest possible commission percentage.
 - b. Involve parents and den leaders to help each scout set a personal goal.
 - c. Promote participation in the sale.
 - d. Plan a unit kick off meeting in August-consider a planned Blitz event in late September.
 - e. Promote participation of "Fill it up" incentives. Consider having a "Fill it up first" challenge.
3. Attend the Council Popcorn Kickoff
 - a. Get trained on how to efficiently utilize the online administration tools to organize your campaign, the procedures on the bonus prizes, sales techniques, etc.
 - b. Council Popcorn Kick offs are in August.
4. Tabulate your unit's order and submit to the Council Service Center.
 - a. **Show and Sell** orders are due **August 12, 2019**
 - b. Grand Teton Council **Returns** are due by **October 14, 2019**
 - c. **Take-orders** are due online **October 14, 2019**
5. Turn-in order for Scouts' prizes by **November 1, 2019** along with: **Unit Master Record, Military Sales Form, and Top 100 Club Member form** to Council Headquarters by 5:00 pm.
6. Coordinate pick up of your unit's popcorn from local distribution center.
 - a. Show and Sell pick-ups are available **August 29, 2019** by location schedule
 - b. Take-order pick-ups are available **November 1, 2019** by location schedule
 - c. Remind youth and parents to pick up their popcorn orders at your designated unit distribution center.
 - d. **Remind everyone that customers paying by check are to make them payable to your local unit and NOT the Council or BSA.** (Know your chartered organization unit # (Pack ###))
7. Arrange for on time payment to Council Service Center.
 - a. Please make your full payment by bringing a copy of your invoice with a **SINGLE Unit / Personal Check or Credit Card by December 2, 2019** written to Grand Teton Council.
8. Recognize and thank all who helped in the sale (including store front locations).
9. Recognize the Scouts with prizes and awards.

Scouting promotes positive life skills and instills the importance of character, teamwork and leadership traits that your youth will need to succeed in whatever career and life paths they choose.