

ERIE SHORES COUNCIL 2026 POPCORN RALLY



erieshorescouncil.org



prpopcorn.com

→ Erie Shores Council is transitioning to a **new website**. Links to Erie Shores Council resources in this PowerPoint and Leader Guide will become active after September 1, 2026. Links to Pecatonica resources are active now.

2025 Successes



- Over 1,300 Scouts, Leaders, and Parents sold in 2025
- 566 Scouts sold \$500 and above
- 72 Scouts sold \$2,000 and above
- 45 Scouts sold \$3,000 and above
- 10 Scouts sold \$6,500 and above
- 317 Scouts with online sales of \$44,225
- **Total Sales: \$927,536**

**2026 Popcorn
Sales Goal =
\$1,000,000**

Key Contacts & Websites

(Pg 4)



KEY CONTACTS

Council Kernel

- Christine Smith

District Kernels

- (EB) Eagle Bay – George Shreffler
- (FT) Fallen Timbers – Melissa Langenderfer
- (WD) Wood – Monyca Uecker

Council Staff

- Andrew Curran – Staff Advisor
- Taia Sutherland – Office Manager
- Erin LaLonde – Popcorn Support

KEY WEBSITES

Erie Shores Council

Erieshorescouncil.org/esc/popcorn

- Popcorn Calendar
- Download Forms
- Resources



Council
Popcorn Page

Pecatonica River Popcorn (PRP)

PRPopcorn.com

- Scout Boss Dashboard
- Helpful Tips/Training Videos
- Nutritional Info
- Sales Tools



Pecatonica
Website

Stay Informed

(Pg 4)



LEADER GUIDE

Popcorn Sale Leader Guide

- Everything you need to know about the 2026 Popcorn Sale

KERNEL JOURNAL

Council Kernel Journal

- Stay Informed
- New Information will be at the Top
- Upcoming Deadlines
- Announcements

FACEBOOK GROUP

Council Facebook Group

facebook.com/groups/escpopcorn

- One Facebook Group for all Council
- Upcoming Deadlines
- Trade with other Kernels
- Ask Questions



Council Popcorn Calendar

(Pg 5)



**** The listed dates are when items need to be turned in to the Council Office. ****
Please adjust your Unit calendar accordingly.

Date	Event
August 1	Online Sales Open!
August 6-18	Popcorn Rallies
August 21	Show & Sell Orders Due! (By Case Qty)
September 8 & 9	Show & Sell Distributions
September 11	Sale Begins!
September/October	Additional Pick-Ups /Payments /Returns
September 28	1st Payment Due
October 12	2nd Payment Due
October 26	3rd Payment Due
November 2	Sales Ends!

Date	Event
November 3 & 4	Show & Sell Returns
November 4	Final Take Orders Due! (By Container Qty)
November 18 & 19	Take Order Distribution
November 19	Holiday, Corporate, and Late Orders Due
November 20	Final Prize Orders, Incentive Forms, and Feedback
November 20	Online Sales End!
December 1	Winner's Circle Submissions Due!
December 5	Holiday, Corporate, Late Orders Distribution
December 7	Final Payments Due!
January 21, 2027	2026 Popcorn Review Meeting



PECATONICA RIVER POPCORN

Scouting America Popcorn Sale

pecatonicariverpopcorn.com

Popcorn Rally Kit

(Pg 6)



Items to Create Your Scout Sales Packets

- Order Forms & Corporate Holiday Flyers
- Door Hangers Featuring Online Products
- Prize Flyers
- Money Envelope

Kernel Tools

- Sales Banner for Site Sales
- Deposit Slips



MONEY ENVELOPE

PECATONICA RIVER POPCORN

When Delivering Popcorn...

1. Smile and accept the customer's money.
2. Make checks payable to:
3. When making change, count the money about.
4. After they have paid, give them the popcorn.
5. Thank your customer.

Containers Sold: _____

Amount of Money Due: _____

Money is Due By: _____

USE THIS ENVELOPE TO HOLD YOUR MONEY AND CHECKS

ERIE SHORES COUNCIL 2026 POPCORN SALE

Use your Amazon Gift Card

Prize Program

- Sell \$7,500: Earn a \$350 Amazon Gift Card
- Sell \$5,000: Earn a \$250 Amazon Gift Card
- Sell \$3,500: Earn a \$100 Amazon Gift Card
- Sell \$2,500: Earn an \$80 Amazon Gift Card

Gift Card Rewards: Rewards are not cumulative and must be used on individual Scout sales only and are for illustration purposes only and show examples of prizes.

Prizes:

- \$2,000 Campers Club: Sell \$2,000+ and earn a \$100 Camp Scholarship for Eerie Shores Council Summer Camps or NITL.
- \$250 America 250 Patch: Sell \$250+ and earn a commemorative America 250 CSP Patch.
- \$500 Drawing Entry: Sell \$500+ and enter the Grand Prize Drawing. 1st Prize - \$500 Scout Shop Certificate. 2nd Prize - \$250 Scout Shop Certificate. 3rd Prize - \$100 Scout Shop Certificate.
- \$1,000 Bonus Level: Sell \$1,000+ and choose one of the following: Adventure Duffie Bag, Squid Luck Bait Kite, Dragon Egg with Dragon, USB Rechargeable Headlamp, Indoor Squidgy Sticky Bait.

Top Two District Sellers: The top two sellers in each District will each receive a \$500 Amazon Gift Card.

Council Top Sellers: The top 10 sellers in the Council will win a Holiday and Mid-Pass Fort Pack, including four tickets and a VIP experience to each event.

Erie Shores Council
www.erieshorescouncil.org

YOUR FAVORITE POPCORN and MORE!

YELLOW POPPING CORN (15 PACK) \$15 @ \$20 @

SEA SALT SPLASH (15 PACK) \$15 @ \$20 @

PEANUT BUTTER CUP (15 PACK) \$20 @ \$25 @

KETTLE CORN MICROWAVE (15 PACK) \$20 @ \$25 @

TRAIL MIX (15 PACK) \$20 @ \$25 @

CHEDDAR CHEESE (15 PACK) \$20 @ \$25 @

JALAPENO CHEESE (15 PACK) \$20 @ \$25 @

NAMON ROLL (15 PACK) \$25 @ \$30 @

FREEDOM PRETZELS (15 PACK) \$25 @ \$30 @

DOUBLE BUTTER MICROWAVE (28 PACK) \$35 @ \$40 @

CLASSIC TRIO (28 PACK) \$35 @ \$40 @

CHEESE LOVERS (28 PACK) \$35 @ \$40 @

MUD PUDDLES (28 PACK) \$35 @ \$40 @

CHOCOLATE LOVERS (28 PACK) \$35 @ \$40 @

MILITARY DONATION (28 PACK) \$35 @ \$40 @

CARAMEL SEA SALT (28 PACK) \$35 @ \$40 @

PEANUT BUTTER CUP (28 PACK) \$35 @ \$40 @

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CARAMEL SEA SALT (28 PACK) \$35 @ \$40 @

ERIE SHORES COUNCIL 2026 POPCORN SALE

Classic Christmas Collection \$435

Ultimate Holiday Feast \$460

Limited Edition Americana \$505

Gift Card Rewards: Rewards are not cumulative and must be used on individual Scout sales only and are for illustration purposes only and show examples of prizes.

Prizes:

- \$2,000 Campers Club: Sell \$2,000+ and earn a \$100 Camp Scholarship for Eerie Shores Council Summer Camps or NITL.
- \$250 America 250 Patch: Sell \$250+ and earn a commemorative America 250 CSP Patch.
- \$500 Drawing Entry: Sell \$500+ and enter the Grand Prize Drawing. 1st Prize - \$500 Scout Shop Certificate. 2nd Prize - \$250 Scout Shop Certificate. 3rd Prize - \$100 Scout Shop Certificate.
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Erie Shores Council
www.erieshorescouncil.org

BUY YOUR SCOUT POPCORN HERE!

OVER 70% OFF POPCORN

IT'S POPCORN TIME

PECATONICA RIVER POPCORN

Scout Boss Dashboard

(Pg 6)



Scout Boss Dashboard

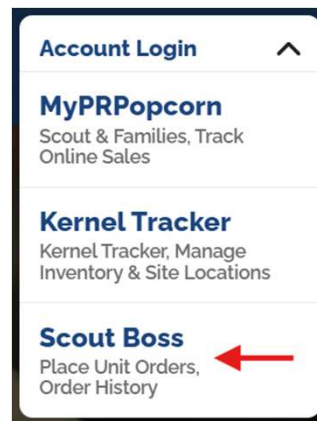
- Go to **PRPopcorn.com**
- Click on **Account Login**
- Choose **Scout Boss**
- Login with credentials



Pecatonica
Website

Features

- Place Orders
- Make Unit-to-Unit Transfers
- View Transactions
- View Sales History
- View Online Sales Reports
- Add Seller IDs
- Print Invoice
- Access Kernel Tracker
- Submit Winners Circle Prizes



Sign-In

Username

Password

Login

[Forgot your password?](#)
[Watch Seller ID Tutorial Video](#)

Sign-Up

[Create Unit Profile](#)

Why Sign-Up?

- Place unit orders
- View order history
- Sign up Scouts for online sales
- Enter Scouts into Winners Circle
- Download your worksheet tool

Dashboard

Dashboard

+ New Council Order

+ New Unit Order

Manage Unit Orders

Approve Unit Orders

Remaining Balance

View Seller IDs

Add New Unit

View/Apply Payments

Add Important Date

Unit to Unit Transfer

Products

(Pg 7-8)



See page 8
of the Leader
Guide for
Nutritional
and Allergy
Information



YELLOW POPPING CORN

America's healthiest snack food in a re-sealable tub! Pops up tender for that fresh popcorn taste you're craving.

Net Wt. 2 lbs ▲ \$15 @ U



CLASSIC CARAMEL CORN

Glazed to perfection with real butter and brown sugar to create a flavor to remember, with a crunch you can't forget.

Net Wt. 8 oz. ▲ \$15 @ U



BUTTER MICROWAVE (15 PACK)

Take advantage of this convenient way to enjoy a freshly popped taste with a rich butter flavor. 0 grams of trans fats.

Net Wt. 37.5 oz. + \$20 @ U



KETTLE CORN MICROWAVE (15 PACK)

Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fats.

Net Wt. 37.5 oz. ✓ \$20 @ U



TRAIL MIX

This flavorful treat has peanuts roasted and salted, raisins, M&M's, almonds, and cashews roasted and salted.

Net Wt. 15 oz. • \$20 @ U



CHEDDAR CHEESE

Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheeses that will keep you coming back for more.

Net Wt. 5 oz. ● \$20 @ U



JALAPEÑO CHEESE

The unmistakable zip of jalapeño pepper gives this feisty popcorn flavor its heat. Perfect for those who like their snacks with a little kick.

Net Wt. 5 oz. ■ \$20 @ U



CINNAMON ROLL NEW!

Get your hands on this sweet, buttery blend of cinnamon and sugar!

Net Wt. 10 oz. ▲ \$25 @ U



SEA SALT SPLASH

Caramel popcorn dunked in dark fudge and sprinkled with a splash of sea salt. If you have never tried this combination, you don't know what you're missing.

Net Wt. 15 oz. ▲ \$25 @ U



PEANUT BUTTER CUP

Two great flavors that taste great together. A melt in your mouth combination of milk chocolate and peanut butter.

Net Wt. 15 oz. ♥ \$25 @ U



MUD PUDDLES

A sweet combination of our buttery caramel corn and crushed peanuts coated in rich creamy fudge.

Net Wt. 15 oz. € \$25 @ U



MOUNTAIN MUNCH

Caramel Sea Salt popcorn drizzled in milk and white chocolate.

Net Wt. 14 oz. ✦ \$30 @ U



CARAMEL SEA SALT

Caramel corn made with real butter, brown sugar, and the perfect amount of sea salt. The crunchy, sweet, and salty combination will leave you wanting more.

Net Wt. 15 oz. ◇ \$30 @ U



FREEDOM PRETZELS NEW!

These limited edition red-white-and-blue chocolate pretzels are the perfect salty-sweet treat.

Net Wt. 15 oz. ✨ \$30 @ U



DOUBLE BUTTER MICROWAVE (28 PACK)

Bring the taste of the theater home with this buttery popcorn snack. Each package is bursting with twice the buttery flavor.

Net Wt. 70 oz. DB \$35 @ U



CLASSIC TRIO

Everyone's favorite blend of sweet and savory, a snack you won't be able to put down. Mix them together for a Chicago style treat, or enjoy them individually.

Caramel Corn, Cheddar Cheese, Butter
Net Wt. 17 oz. ☺ \$35 @ U



CHEESE LOVERS

Cheese, cheese, and more cheese! A combination that will satisfy any cheese lover's appetite.

Cheddar Cheese, Jalapeño Cheese, Buffalo Ranch, White Cheddar
Net Wt. 13 oz. Ⓐ \$45 @ U



CHOCOLATE LOVERS

Our Chocolate Lovers tin features 5 sweet treats that you can't resist! Mountain Munch, Firecracker Crunch, White Ruby, Peanut Butter Cup, Sea Salt Splash

Net Wt. 52 oz. Ⓢ \$55 @ U



MILITARY DONATION

Send the gift of popcorn to our military men and women, their families, and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery.

☑ \$30

Steps to Success

(Pg 9-11)



1. Build Your Plan *(See following slides)*

- Commission Choice
- Choose Your Selling Methods
- Set Unit and Scout Goals
- Create Unit Incentives
- Clear Communication

2. Tools to Use (Pg 10-11)

- Unit Program Planner (Excel)
- Popcorn Kernel Easy Checklist
- Google Email & Mail Merge
- SignUpGenius
- Alternative Payment Options

3. Hold a Unit Popcorn Kickoff

- Present your 2026-2027 Program Plan and Budget
- Keep it Fun and Informative
- Help Parents Understand
- Scout Training
- Popcorn Taste Test (Tasting Kit)

4. Drive Popcorn Sales

- Distribute Sales Flyers
- Promote Online Sales
- Pursue Corporate Sales
- Set Up Show & Sell Sites

Unit Commission

(Pg 12)



Unit Sales Commission is based on the choice of one of the options below:

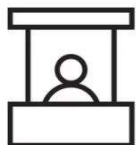
Commission Option	Unit Commission	Scout Incentives	Notes
 Prize Option	30% of Total Sales Product + Online	☒ Amazon Prize Program ☒ Council Incentives ☒ Pecatonica Winner's Circle	Scouts earn Amazon Gift Cards based on individual sales.
 Bonus Cash Option	33% of Total Sales Product + Online	☒ Amazon Prize Program ☒ Council Incentives ☒ Pecatonica Winner's Circle	Units receive 3% extra cash instead of prizes. Scouts still get Council and Winner's Circle rewards.

Sales Methods

(Pg 12-15)



There are **6** ways to sell Popcorn!



SHOW & SELL – With permission, set up a display in a high-traffic area of a business to allow for impulse purchases. (Pg. 12)



ONLINE SALES – Sell to out-of-town family and friends. A different variety of items to choose from and free shipping! (Pg. 14)



SHOW & DELIVER – Go door-to-door or set up a display at your desk. Customers choose products, receive delivery, and make immediate payment. (Pg. 13)



CORPORATE SALES – A great way to add to your sales. Contact neighborhood companies to purchase packages from our Holiday Flyer. (Pg. 15)



TAKE ORDER – Reach out to family and friends and write the order down. Deliver and collect payment when the product arrives a few weeks later. (Pg. 13)



MILITARY DONATIONS – Customers can show support for our military personnel by sending a care package to them. Place an order with your Take Order. (Pg. 15)

Council-Sponsored Show & Sell Sites

(Pg 13)



Erie Shores Council and Pecatonica have secured hours at several locations.

- **Drawing Sign Up Deadline:** July 30
- **Time Slot Assignments Announced:** August 3

SHOW & SELL SCHEDULES

ereshorescouncil.org/esc/siteschedule

- **Show & Sell Sign Ups Open Now**
 - Click on a business link to find open time slots and sign up!
 - Be considerate and allow everyone a chance for a time slot.
- **Can't make a time slot?**
 - Return it via SignUpGenius OR
 - Complete the form at the bottom of the page to open the time slot for another unit.



**FAMILY
Farm & Home**



PACKO'S



Online Sales

(Pg 14)



COMMISSION

30% or 33% of Online Sales

FREE SHIPPING

No deliveries to worry about – popcorn ships from Pecatonica directly to the customer.

Note: Chocolate varieties will be shipped later in the fall.

SHARE

Share to Facebook, X, Email, Text, or QR Code.

REPORTS

Online sales can be viewed in Scout Boss, Kernel Tracker, and MyPRPopcorn.

Online Sales: August 1 – November 20 PRPopcornStore.com

Trustworthy Duo  \$30 Cheddar Cheese, Classic Caramel Corn	Loyal Favorite  \$30 Butter Microwave	Friendly Bundle  \$35 Cheddar Cheese, Classic Caramel Corn, Honey Roasted Peanuts	Kind & Spicy Mix  \$35 Cajun Crunch, Buffalo Ranch, Jalapeno Cheese	FREE SHIPPING ON ALL ORDERS!!
Courteous Cluster  \$40 Sea Salt Splash, Cheddar Cheese, Classic Caramel Corn	Helpful Mix  \$40 Cheddar Cheese, Classic Caramel Corn, Pecan Caramel Clusters	Obedient Blend  \$45 Cheddar Cheese, Classic Caramel Corn, Cashew Caramel Clusters	Cheerful Variety  \$45 Caramels with Sea Salt, Pecan Caramel Clusters, Cashew Caramel Clusters	
Brave Medley  \$50 Mocha Coffee Cups, Caramels with Sea Salt, Pecan Caramel Clusters, Cashew Caramel Clusters	Clean Classic  \$55 White Ruby (4 bags)	Reverent Collection  \$60 Classic Caramel Corn, Cheddar Cheese, Cashew Caramel Clusters, Sea Salt Splash, Mocha Coffee Cups	Military Donations  Start at \$10	Order Online  prpopcornstore.com

Ordering Popcorn

(Pg 14)



Online – Scout Boss

(Preferred Method)

- Click NEW ORDER
- Choose Order Type
- Choose Pickup Location
- Order Show & Sell by **CASES**
- All other Orders by **CONTAINERS**

Paper Form

- Download the form from the website:
erieshorescouncil.org/esc/kernelresources

Due Dates

- Show & Sell Orders – August 21
- Final Returns – November 2
- Take Orders – November 4
- Corporate/Holiday/Late – November 19

PECATONICA RIVER POPCORN Dashboard Sales Season Scouts Reports Files Unit User Logout

Dashboard

+ New Order Manage Orders Scout Seller IDs Winner's Circle Worksheet Tool Kernel Tracker

Unit to Unit Transfer Online Invoice

Sale Season

Fall 2026

Order Type*

--Select--

Pick Up Location*

--Select--

Submit

Sale Season Order Status

Fall 2023 Submitted by Unit

Order Type Location

Take Order TBD

	Image	Product	Price	Cases	Containers	Total Containers	Line Total
1	▲	2# Yellow Popping Corn - AB	\$12.00		0	0	\$0.00
2	▲	Caramel - TV Bucket	\$12.00		0	0	\$0.00
3	⊕	15 Pack Butter	\$20.00		0	0	\$0.00
4	⊕	15 Pack Kettle Corn	\$20.00		0	0	\$0.00

Product Management

(Pg 16-17)



Initial Order

- Don't over order on your initial order

Volunteers & Vehicles

- Line them up early!
- Refer to Helpful Loading Tips on page 18

Organize – Record Keeping

- Worksheet Tool or Spreadsheet
- Kernel Tracker Tool
- Tutorials
- Receipts for Popcorn and Money

Use carbonless
Sales Order books
as receipts!

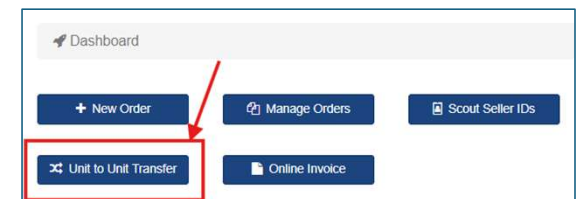


Reorder/Return Weekly (Pg 16)

- Order by Monday at Noon at erishorescouncil.org/esc/weeklyorder
- Friday pickup at Marco's Pizza Distribution
- Based on product availability
- Excess popcorn can be returned any time

Transfer Product

- Unit giving popcorn should complete the form on the Scout Boss Dashboard



Storage

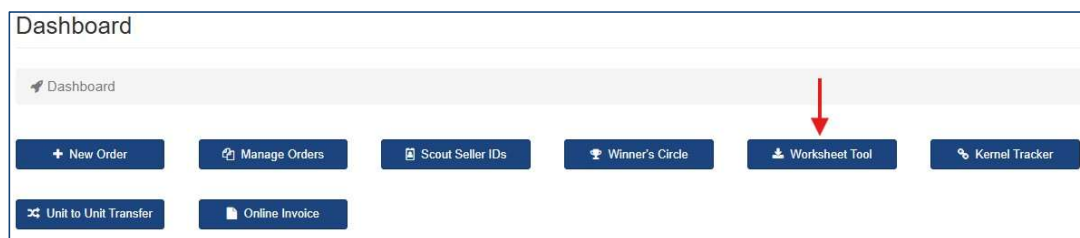
- Store in a cool, dry, shaded space
- Don't store in vehicles

Worksheet Tool



Worksheet Tool

- Downloadable Excel File from the Scout Boss Dashboard
 - Track Scout Sales
 - Tabulate Final Order
- Must use this Tool to submit Winner's Circle Prizes to Pecatonica**
- If you want to unprotect the sheet, the password is **"popcorn"**.
 - We do not recommend this unless you are skilled at Excel.



Erie Shores Council Worksheet Tool 2026														
District:		(Select Your District)												
Unit Type:		(Select Your Unit Type)												
Unit Number:		(Enter Your Unit Number)												
Leader Name:														
# Of Scouts Selling:		0												
		Yellow Popping Corn			Classic Caramel Corn			Butter Microwave			Kettle Corn Microwave			Trail Mix
		\$15			\$15			\$20			\$20			\$20
		Show-N-Sell	Take Order	Subtotal	Show-N-Sell	Take Order	Subtotal	Show-N-Sell	Take Order	Subtotal	Show-N-Sell	Take Order	Subtotal	Show-N-Sell
Scout Names				0			0			0			0	0
				0			0			0			0	0
				0			0			0			0	0

Popcorn Returns

(Pg 17)



Return Product

- Weekly Friday Pickups>Returns
- Final Return: November 3 & 4 – Late returns may not be accepted
- Final Return Limit: **Maximum allowed to be returned is 30%** of the Unit's 2026 Total Orders

Must be in Resellable Condition

- No dents
- No rips (Microwave boxes)
- No melted chocolate
- Single tins must be in original box
 - Trio, Cheese Lovers, Chocolate Lovers



Organize Product in Original Cases

- Mixing product in boxes slows down the return process
- Don't tape boxes closed
- Tip: Collapse and store boxes until the end of the sale

Distribution & Returns

(Pg 18)



Distribution/Returns

Sign up for a time slot on SignUpGenius



Links to upcoming signups can be found at erieshorescouncil.org/esc/popcornschedules

Locations

Choose the location and date that works best for you and your volunteers

Volunteer

Volunteer to help at the distributions/returns at erieshorescouncil.org/esc/popcornvolunteer

EVENT	DATE(S)	LOCATION(S)
Show & Sell Distribution	September 8, 2026	Lucas County Fairgrounds
	September 9, 2026	Lucas County Fairgrounds, Total Distribution, or Whitacre Trucking
Weekly Pickups & Returns	Fridays, September 18 – October 23, 2026	Marco's Pizza Distribution
Returns	November 3, 2026	Marco's Pizza Distribution
	November 4, 2026	Marco's Pizza Distribution or Total Distribution
Take Order Distribution	November 18, 2026	Marco's Pizza Distribution
	November 19, 2026	Marco's Pizza Distribution or Total Distribution
Holiday/Corporate/Late Order Distribution	December 5, 2026	Jadel Leadership Center

*If you are picking up a large order (50+ cases), please sign up for **2 back-to-back** time slots. For example, 4:40 pm and 5:00 pm (40 minutes) to allow enough time to count and load vehicles.

Payments

(Pg 19)



Payments Due to Council

- Payment 1 – September 28
- Payment 2 – October 12
- Payment 3 – October 26
- Final Payment – December 7

Units that miss a scheduled payment may have future weekly popcorn pickups restricted.

How to Make Payments

- Collect Customer Payments
- Deposit Funds into Unit's Bank Account
- Submit Payment with Check to Council
 - Deposit Check at Huntington Bank OR
 - Bring to Iott Scout Shop

Fund Management Reminder

- Maintain controls to safeguard Unit funds
- Use dual review of collections and deposits
- Reconcile regularly
- Deposit cash and checks promptly

Payment Type

- Check or Cash is preferred
- There will be 2.5% processing fee for credit card payments
- Council cannot accept third-party checks.

Prize Program: Amazon Gift Cards

(Pg 20)



Amazon Gift Card Program

- For Units taking the Prize Option
- Use combined Product and Online Sales
- Gift Card Levels start at \$300 and go to \$7,500
 - Scouts can purchase the rewards they want
- Each Scout will earn **one Amazon Gift Card** based on the highest level achieved
 - Levels are not cumulative or stackable
 - Sales totals must be based on individual Scout's sales only
 - Family, sibling, or household sales may not be combined for prize qualification
- Order Amazon Gift Cards, Council Incentives, and submit Scouts' sales totals on one form at erishorescouncil.org/esc/popcornincentives



Council Incentives

(Pg 21)



Council Incentives

- **For All Units:** Both Prize Units and Cash Option Units
 - Use combined Product and Online Sales for Individual Scouts
 - Family, sibling, or household sales may not be combined for prize qualification
 - Incentives are stackable
 - Order Amazon Gift Cards, Council Incentives, and submit Scouts' sales totals on one form at erieshorescouncil.org/esc/popcornincentives
-
- **\$50 Popcorn Patch** – Sell \$50+ and earn a Popcorn Patch
 - **\$250 America 250 Patch** – Sell \$250+ and earn a commemorative America 250 CSP Patch
 - **\$500 Bonus Level Drawing** – Sell \$500+ and enter the Grand Prize Drawing
 - **\$1,000 Bonus Level** – Sell \$1,000+ and earn choice of one item from five
 - **\$2,000 Camper's Club** – Sell \$2,000+ and earn a \$100 Camp Scholarship to an ESC Camp
 - **District Top Two Sellers** – The Top Two District Sellers will earn a \$200 Amazon Gift Card
 - **Top 10 Sellers Club** – The Top 10 Sellers in the Council will earn a Walleye and Mud Hens Fun Pack
 - **Weekly Fill-It-Up Drawings & Daily Double** – Submit completed order forms each week for prizes.



Pecatonica Winner's Circle

(Pg 22)



Pecatonica Winner's Circle

- **For All Units:** Both Prize Units and Cash Option Units
- Use combined Product and Online Sales for Individual Scouts
- Family, sibling, or household sales may not be combined for prize qualification
- Incentives are stackable
- Order from the Scout Boss Dashboard by December 1, 2026 – **No late entries will be accepted**

\$3,000 Winner's Circle

For every \$3,000 sold, the Scout will have their choice of a prize listed below:



\$200 AMAZON
GIFT CARD



\$200 BEST BUY
GIFT CARD



\$200 AMC
GIFT CARD



GAME TABLE



LAPTOP



43" SMART TV



DRUM SET



3D PRINTER

\$7,000 Winner's Circle

Scouts selling \$7,000+ will win a Kalahari Adventure:

- One Offer per Scout
- No Blackout Dates
- Three Days/Two Nights
- Includes a family getaway featuring Kalahari's waterparks, attractions, and accommodations



Unit Incentive Program Ideas

(Pg 21)



Build Your Own Incentive Program for Your Scouts!

Prize for Top Seller

- Bike, Tent, or Camping Package
- Throw a pie at a Leader's face

Drawing for Cool Prizes

- Earn 1 entry for every \$100 sold
- Earn 1 entry for each Military Donation
- Hold a weekly drawing for Scouts who sold Popcorn and turned in money

Throw a Party

- Pizza, Ice Cream, Bowling, etc.
 - For Top Selling Den/Patrol
 - For everyone when Unit Goal is met

Add Extra Prize Levels

- Sell \$100 and earn a box of candy
- Sell \$800 and earn a Unit T-shirt
- Sell \$1,500 and the Unit will pay for Annual Dues

Mystery Prize Box

- Each Scout who reaches a goal gets to pick from a mystery prize box filled with fun items

What's Your Idea?

- Small prizes such as candy bars, Scout-themed items, or \$10 gift cards keep momentum going

Popcorn & Membership



Turn Popcorn Sales into Scouting Leads!

Show & Sell Table Setup

- Laminated QR Code Display
 - Link to BeAScout.org
- Mini Display Board
 - Highlight your Unit's fun events
- Handouts
 - Include info on Unit and Council events like Camp Miakonda Adventure Day

Door Hanger Strategy

- Add a QR Label
 - Link to a recruitment message or video
 - Include your Unit contact info

Lead Incentives

- Reward Scouts/families who collect leads
- Scout earn the Recruiter Strip when a lead joins



What's Your Idea?

- What is your best "Discover Scouting" tip?



QUESTIONS?



THANK YOU!

Link for Video: <https://vimeo.com/1207788895/d26d507ece>