



## Agenda



Unit Recognition



Top Selling Unit



2019 Program



Q&A

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# Black Swamp Area Council

Unit Leader Dinner

Defiance, OH.

**Welcome! Please check in before you sit.**

**Join us on Facebook!**

**Free Banners!**

**[facebook.com/groups/TEPopcornCommunity](https://facebook.com/groups/TEPopcornCommunity)**





## Agenda



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# OVER \$4 BILLION RAISED FOR SCOUTING SINCE 1980

We have partnered with Boy Scouts of America Councils and Units to raise the funds needed to deliver the promise of Scouting for over 38 years.

Thank you!





## Agenda



Unit Recognition



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# Top Selling Unit Recognition

# Congratulations to all the top sellers!



## Agenda



Unit Recognition



Top Selling Unit



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# Top Selling Unit Presentation

Sean Stanford  
Pack 2017

California Inland Empire Council



## Agenda



Unit Recognition



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# Best Practices Planning

## Build a Team

- Shared ideas, shared efforts
- Prevent burnout
- Pass down tribal knowledge

## Plan like a business

- Why does your Unit sell Popcorn?
- Plan your Ideal Year of Scouting
- Calculate your IYOS Cost
- Create your Scout sales goal





## Agenda



Unit Recognition



Top Selling Unit



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# Best Practices Storefront Sales

## Storefronts

- One Scout per 2-Hour Shift
- Maximize Hourly Sales
- Use every store in your area
- \$18 Avg. Transaction, \$100+/hr
- Recruit at the Storefront!

## Recruiting

- We're already selling Scouting
- Scouts recruiting Scouts
- Have flyers
- Interest list





## Agenda



Unit Recognition



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# Best Practices Personal Sales

## Door to Door

- Neighbors
- \$28 Avg. Transaction, \$100/hr

## Friends, Family, Workplace

- Door to Door
- Friends & Family, Workplace

## Blitz Days

- Dens & Patrols are assigned neighborhoods
- Top Selling Den incentive
- Social gathering after





## Agenda



Unit Recognition



Top Selling Unit



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# Best Practices Online Sales Methods

## Online Sales

- In 2018, the average online transaction was \$73
- The average Scout that sold online averaged over \$200 in online sales!

## Create Accounts

- Scouts need an account to sell online
- Consider an account creation incentive

## Sharing

- Sharing drives sales
  - Facebook
  - Email
  - Text
  - Twitter, LinkedIn, etc
- “Sharing Sunday” – Every Scout shares their online page every Sunday throughout the sale.





## Agenda



Unit Recognition



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# Best Practices Motivating Scouts

## Scout Motivation

- Every Scout Sells
- Set a Goal
- Bigger Prizes

## Parent Buy-In

- Scouts Personal Growth
- Scout Rewards

## Kickoff:

- Info
- FUN!
- Parent Buy-In
- Top Seller Pledge





# Trail's End App



## Agenda



Unit Recognition



Top Selling Unit



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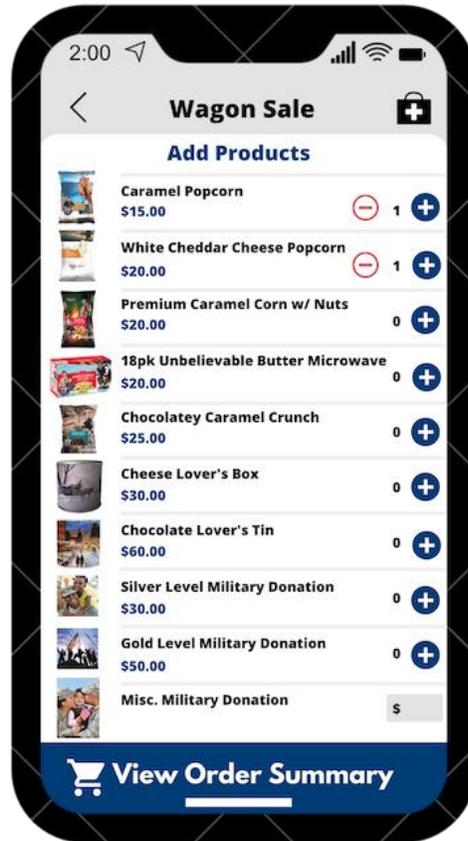


Q&A

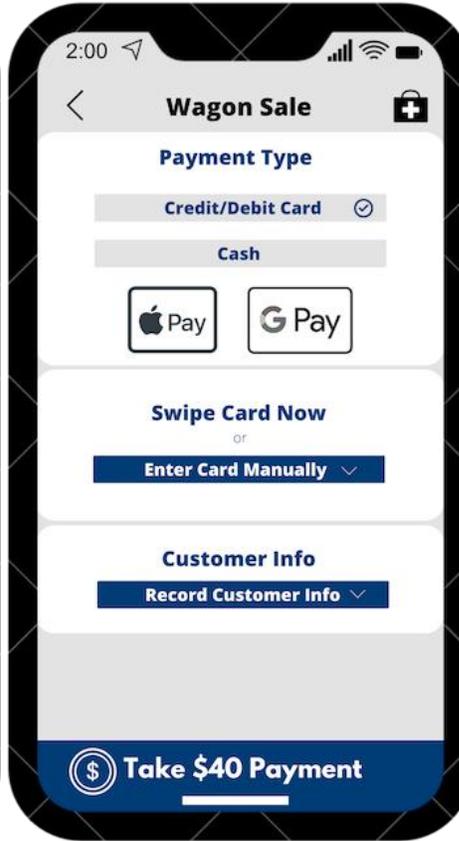
Download Our App



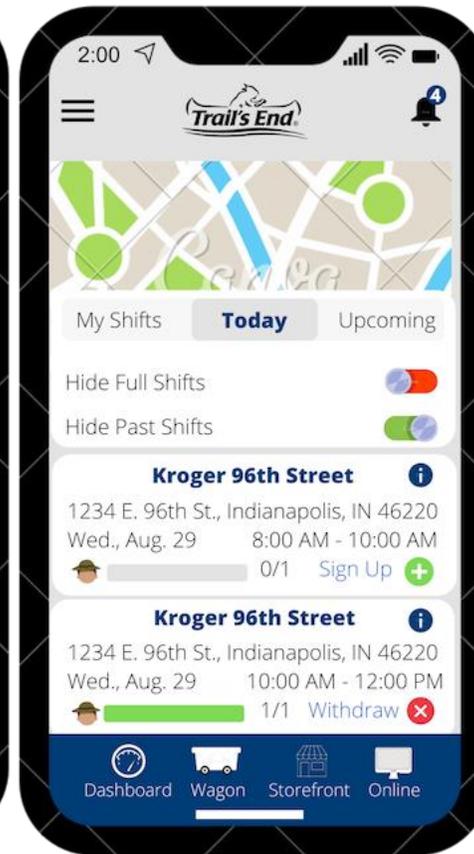
Point of Sale



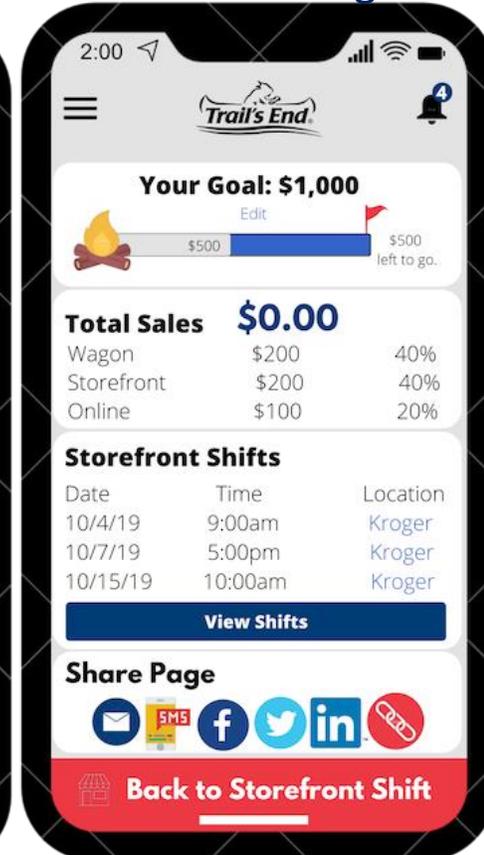
Payment



Storefront Scheduling



Sale Tracking



*New app functionality will be launched end of June 2019.*



Built with Square



## Agenda



Unit Recognition



Top Selling Unit



2019 Program



Q&A

## Download Our App



# Trail's End App

Mobile app for Scouts to track and report real-time storefront, wagon and online sales, accept cash and credit cards, track inventory by Scout and storefront, and schedule Scouts for storefronts.

**2018 Proven Test Results:** 191 units / 2,300+ Scouts sold \$1.9 million and grew 26%.

### Benefits for units:

- **NO CREDIT CARD FEES** (paid by TE) – powered by Square.
- Compatible with your Square readers.
- TE to provide and pay for following Square readers:
  - For every \$5,000+ a unit sold in 2018 – 1 reader.
  - For every \$10,000+ a unit sold in 2018 – 5 readers.
- Automatically communicates and tracks sales for Scout Rewards.



### Benefits for Scouts:

- Every Scout can do credit card sales (20% higher vs cash).
- One Square reader for every Scout who sold \$3,500+ in 2018.



Built with Square

# Scout Portal

## SHARE YOUR PAGE



Setup your profile & get the Complete Profile badge!



HELLO, BRANDON!



## DASHBOARD

Percent of Goal: 0%



Take these 4 steps to setup your profile.

This copy will need to be editable within the CMS.

Skip Intro [Continue](#)

## FEED

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### Total Sales



100%

### Face-to-Face Sales

daily weekly monthly



[View More](#)

### Online Sales

daily weekly monthly



[View More](#)



BRANDON WILLIAMS  
Pack 123



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# Scout Portal

SHARE YOUR PAGE



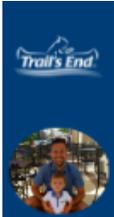
GOAL



YOUR BADGES



HELLO, BRANDON!



BRANDON WILLIAMS  
Pack 123

## DASHBOARD

Percent of Goal: 75%

Goal: \$2,000



Storefront Shifts

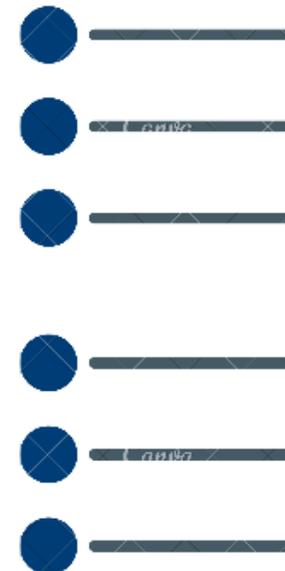
all mine future previous



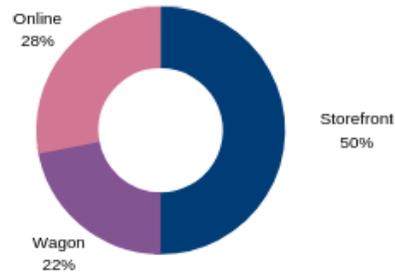
< MARCH 2019 >

SU	M	T	W	TH	F	SA
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

## FEED

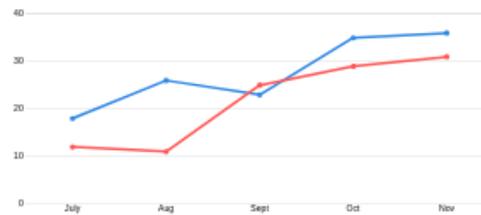


## Total Sales



## Face-to-Face Sales

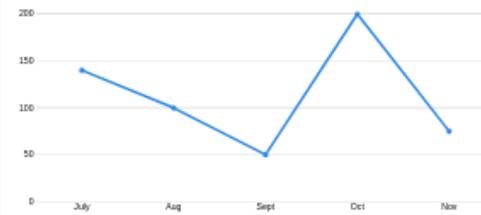
daily . weekly . monthly



View More

## Online Sales

daily . weekly . monthly



View More

Age



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# Scout Portal

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GOAL



YOUR BADGES



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BRANDON WILLIAMS  
Pack 123

Dashboard

Training

Sales

Overview  
Face-to-Face  
Online

Your Page

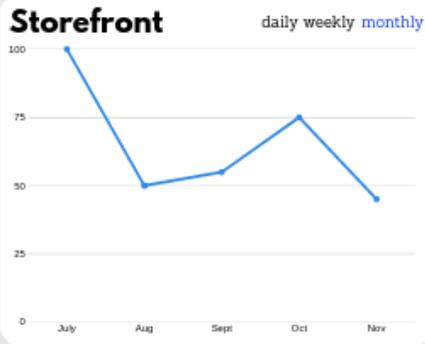
Rewards

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## SALES - FACE-TO-FACE

This is your Scout fundraiser Storefront Sales page.



**Storefront Customers** ABC Q

Order Number	Date	Location	Amount	Payment Type
1234567089	01-12-19	Kroger	\$15	Credit Card
1234567234	01-15-19	Kroger	\$20	Cash
1234569139	01-15-19	Lowes	\$20	Cash
1234562560	01-20-19	Home Depot	\$10	Cash
1234562560	01-20-19	Whole Foods	\$30	Credit Card

Showing 5 of 12 1 2 3



**Wagon Customers** ABC Q all delivered undelivered

First Name	Last Name	Order Number	Amt.	Date	Status
Beckham	Williams	1234567089	\$30	01-12-19	Delivered
Erika	Wilson	1234567234	\$20	01-15-19	Undelivered
Chris	Naviaux	1234569139	\$35	01-15-19	Undelivered
Fred	Flintstone	1234562561	\$10	01-20-19	Delivered
Nicole	Dashner	1234562562	\$25	01-20-19	Delivered

Showing 5 of 15 1 2 3

## Storefront Shifts

[all](#) [mine](#) [future](#) [previous](#)



< MARCH 2019 >

SU	M	T	W	TH	F	SA
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Date	Location	Time	Availability	Action
Mar. 7	Kroger	10am-12pm	2 spots left	Reserve
Mar. 7	Kroger	10am-12pm	0 spots left	Withdraw
Mar. 7	Kroger	10am-12pm	5 spots left	Reserve

1 2 3

# Scout Portal



BRANDON WILLIAMS  
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Dashboard



Training



Sales

Overview  
Face-to-Face  
Online



Your Page



Rewards

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## Customer Orders



all daily weekly monthly

First Name	Last Name	Email	Order Number	Amt.	Date	Actions		
Beckham	Williams	bwilliams@gmail.com	1234567089	\$30	01-12-19	View	Thank Customer	More Support
Nicole	Williams	nwilliams@gmail.com	1234567090	\$30	01-12-19	View	Thank Customer	More Support
Brian	Williams	brian.williams@gmail.com	1234567123	\$30	01-12-19	View	Thank Customer	More Support
Isaiah	Wilson	isaiah@gmail.com	1234567350	\$30	01-12-19	View	Thank Customer	More Support
Aaron	Naviaux	naviaux@gmail.com	1234567521	\$30	01-12-19	View	Thank Customer	More Support

Showing 5 of 10

1 2

## Customer Locations



## Online Sales Leaderboard

Council | Unit

RANK	SCOUT	DISTRICT	COUNCIL	SALES
1	Evan V	Chisholm Trail	Capitol Area	\$12,740
2	Savannah T	LaFayette	Occoneechee	\$10,646
3	Declan T	Briones	Mt. Diablo Silverado	\$10,505
4	Scouting!	Daniel Morgan	Palmetto	\$10,464
5	SSA P	3 Huron Trails	Michigan Crossroads	\$8,035

# Scout Portal

  
  
BRANDON WILLIAMS  
Pack 123

- Dashboard
- Training
- Sales
- Your Page
- Rewards

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SHARE YOUR PAGE



GOAL



YOUR BADGES



HELLO, BRANDON!



## SCOUT REWARDS

Drag and drop the rewards you want to between the Rewards Available and Your Rewards columns below. From there, we'll tell you how much you need to raise to hit your goal! NEEDS TO BE A CONTENT BLOCK WITHIN THE CMS TO ADD COPY/IMAGE/TABLE HERE TO EDUCATE SCOUTS ON THE NEW PROGRAM.

### Rewards Available on Amazon.com

Filter

Name	Value	Need to Sell
 Nintendo Switch Lab	\$500	\$500
 iPhone XR	\$1,000	\$5,000
 SkeeBall	\$35	\$350



### Your Rewards to Buy with Your Gift Card

Total Value of Rewards: \$450  
Your Fundraising Goal: \$1,450 [Edit Goal](#)

Name	Value	Need to Sell
 LEGO Vectron	\$250	\$750
 LRyze Quadcopter	\$200	\$700

# Unit Leader Portal

**Trail's End**

**BRANDON WILLIAMS**  
Pack 123

- Dashboard
- Unit Info
- Training
- Popcorn
- Sales
- Scout Rewards
- Acct. Summary
- Reports

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## INVITE YOUR SCOUTS



Setup your profile & get the Complete Profile badge!



HELLO, BRANDON!



## LEADER DASHBOARD

Total Unit Sales  
**\$0**



Storefront	\$0
Personal	\$0
Online	\$0
Cash	\$0
Credit	\$0



Take these 3 steps to setup your profile.

This copy will need to be editable within the CMS.

Skip Intro [Continue](#)

## FEED

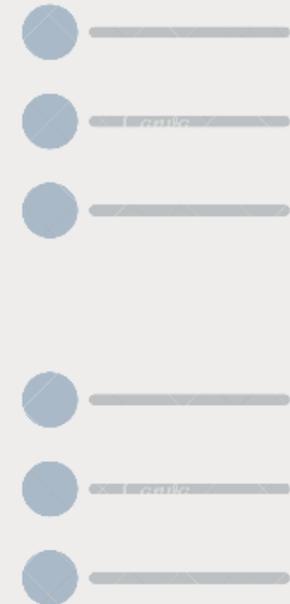
0 out of 1 registered Scouts recorded an online order.



0 out of 1 registered Scouts recorded an app order.



10 out of 20 storefront sites shifts have been claimed.



# Unit Leader Portal



INVITE YOUR SCOUTS



ORDER POPCORN



HELLO, BRANDON!



BRANDON WILLIAMS

Pack 123

Dashboard

Unit Info

Training

Popcorn

Sales

Scout Rewards

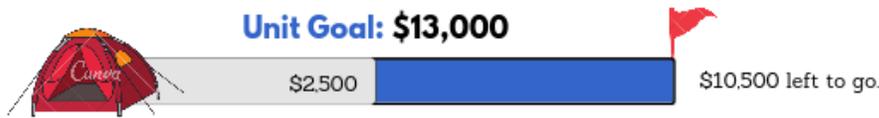
Acct. Summary

Reports

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## LEADER DASHBOARD

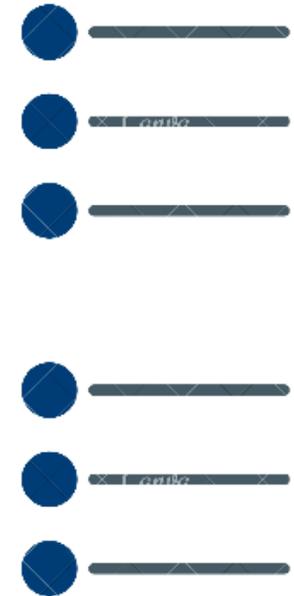


**Total Unit Sales**  
**\$0**



Storefront	\$0	0%
Personal	\$0	0%
Online	\$0	0%
Cash	\$0	0%
Credit	\$0	0%

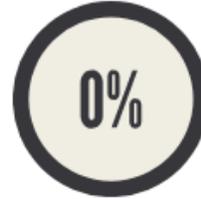
### Feed



**0 out of 1** registered Scouts recorded an online order.



**0 out of 1** registered Scouts recorded an app order.



**10 out of 20** storefront sites shifts have been claimed.



# Unit Leader Portal



BRANDON WILLIAMS  
Pack 123

Dashboard

Unit Info

Training

Popcorn

Sales

Wagon Sales  
Storefront Sales  
Online Sales

Scout Rewards

Acct. Summary

Reports

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INVITE YOUR SCOUTS



ORDER POPCORN



HELLO, BRANDON!



## STOREFRONT SALES



Total Storefront Sales  
**\$750**



Storefront Sales Split  
**Individual**



Cashed Owed to Unit  
**\$477**



Registered Shifts  
Today: **17/20**  
Tomorrow: **0/5**

Display  Storefront Sites



Future

Add Storefront

SITE NAME	DATE	CITY	SHIFT STATUS	ACTIONS
Kroger – 96 <sup>th</sup> St.	01/26/2019	Indianapolis	0/5	Select One <input type="button" value="GO!"/>
Home Depot – Washington Blvd.	01/27/2019	Carmel	2/4	Select One <input type="button" value="GO!"/>
Kroger – 96 <sup>th</sup> St.	01/28/2019	Indianapolis	3/5	Select One <input type="button" value="GO!"/>
Meijer – Whitestown Blvd.	01/29/2019	Whitestown	0/5	Select One <input type="button" value="GO!"/>
Meijer – Whitestown Blvd.	01/30/2019	Whitestown	0/5	Select One <input type="button" value="GO!"/>

Showing 5 of 40 Storefront Sites

# Unit Leader Portal



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Unit Info

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Wagon Sales

Storefront Sales

Online Sales

Scout Rewards

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## WAGON SALES



Total Wagon Sales  
**\$750**



Cashed Owed to Unit  
**\$477**



Unsold Scout Inventory  
**\$477**



Total Orders  
Delivered: **400**  
Undelivered: **50**

Display  Scouts



SCOUT	WAGON SALES	CASH OWED BY SCOUT	Undelivered Orders	ACTIONS
Ethan Naviaux	\$500	\$0	1	<input type="text" value="Select One"/> <input data-bbox="1982 868 2066 915" type="button" value="GO!"/>
Stuart Alexander	\$500	\$250	5	<input type="text" value="Select One"/> <input data-bbox="1982 961 2066 1008" type="button" value="GO!"/>
Brandon Williams	\$500	\$350	4	<input type="text" value="Select One"/> <input data-bbox="1982 1049 2066 1096" type="button" value="GO!"/>
Mitch Manders	\$500	\$400	0	<input type="text" value="Select One"/> <input data-bbox="1982 1138 2066 1185" type="button" value="GO!"/>
Chris Naviaux	\$500	\$450	0	<input type="text" value="Select One"/> <input data-bbox="1982 1226 2066 1273" type="button" value="GO!"/>

Showing 25 of 40 Scouts

# Unit Leader Portal

**Trail's End**

**BRANDON WILLIAMS**  
Pack 123

- Dashboard
- Unit Info
- Training
- Popcorn
- Sales
  - Wagon Sales
  - Storefront Sales
  - Online Sales
- Scout Rewards
- Acct. Summary
- Reports

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INVITE YOUR SCOUTS



ORDER POPCORN



HELLO, BRANDON!



## ONLINE SALES

Year to Date



Online Sales  
**\$5,750**



Scouts with Online Orders  
**15**



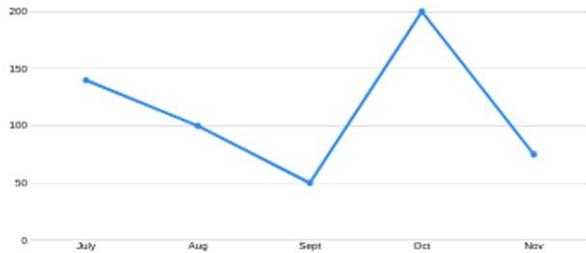
Online Orders  
**70**



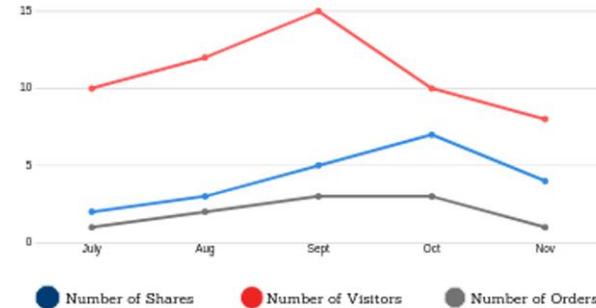
Avg. Order  
**\$82**

- Today
- Yesterday
- Last Week
- Year to Date
- Custom

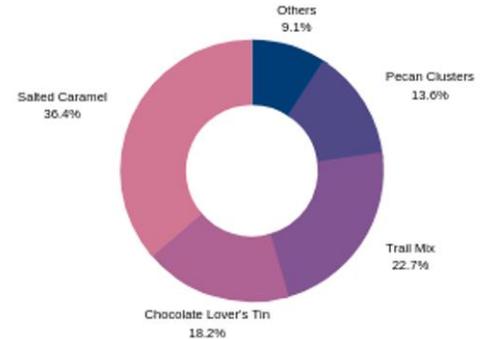
## Sales Over Time



## Scouts' Online Activity



## Top Selling Online Products





## Agenda



Unit Recognition



Top Selling Unit



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# Join us on Facebook!

**Trail's End Popcorn Community**  
**Over 4,000 Popcorn Kernels sharing their ideas!**

## Get Free Square Readers & Scouting Banners

- Join us on Facebook: [facebook.com/groups/TEPopcornCommunity](https://facebook.com/groups/TEPopcornCommunity)
- Register to sell: [www.trails-end.com/unit-registration](http://www.trails-end.com/unit-registration)
- Sold \$5,000+ - Get 1 free Square reader
- Sold \$7,500+ - Get 1 free Square reader & get 1 free banner
- Sold \$10,000+ - Get 5 free Square readers & 2 free banners





## Agenda



Unit Recognition



Top Selling Unit



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# Q&A

Want to talk popcorn?  
Reach out anytime!

Sean Stanford  
Sean.Stanford@Trails-End.com  
(714) 496-6590



## Agenda



Unit Recognition



Top Selling Unit



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# Trail's End Scholarship



**Sell \$2,500**

(combined face-to-face & online)

**6% of your total sales each calendar  
year invested in your own college  
scholarship account.**

**Funded By Trail's End**



## Agenda



Unit Recognition



Top Selling Unit



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# Trail's End Scout Rewards



Amazon.com Gift Card rewards managed and digitally redeemed by Scout through Trail's End.

**2018 Proven Results:** Over 5,000 Scouts sold in an incentive plan using digitally redeemed gift cards with growth from 3.3% to over 11.6% depending on test!

## Benefits for Units:

- No collecting orders or distributing prizes.
- Sales tracked by Scouts when selling with app and online.
- Combined traditional and online rewards program – easy to communicate.
- Submit for rewards when your unit is finished selling.



## Agenda



Unit Recognition



Top Selling Unit



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# Trail's End Scout Rewards

Amazon.com Gift Card rewards managed and digitally redeemed by Scout through Trail's End.

**2018 Proven Results:** Over 5,000 Scouts sold in an incentive plan using digitally redeemed gift cards with growth from 3.3% to over 11.6% depending on test!

## Benefits for Scouts:

- Can choose prize THEY want on Amazon.
  - No preset prize selection
    - Sellers aged 5 to 18; male and female
  - Over 70% of households are Amazon Prime (free shipping).
- Receive more reward value at every level (see next slide).
- Uncapped levels to incentivize top sellers to keep selling.



## Agenda



Unit Recognition



Top Selling Unit



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Sales Level	Amazon Gift Card Amount	Reward % Retail	Scholarship*	Rewards Total
\$40,000+**	\$3,200	8.0%	\$1,000	\$4,200
\$30,000-\$39,999	\$2,400	8.0%	\$1,000	\$3,400
\$25,000-\$29,999	\$2,000	8.0%	\$1,000	\$3,000
\$20,000-\$24,999	\$1,600	8.0%	\$1,000	\$2,600
\$15,000-\$19,999	\$1,200	8.0%	\$900	\$2,100
\$10,000-\$14,999	\$800	8.0%	\$600	\$1,400
\$7,500-\$9,999	\$550	7.3%	\$450	\$1,000
\$5,000-\$7,499	\$350	7.0%	\$300	\$650
\$3,500-\$4,999	\$225	6.4%	\$210	\$435
\$2,500-\$3,499	\$150	6.0%	\$150	\$300
\$1,500-\$2,499	\$75	5.0%	\$0	\$75
\$1,000-\$1,499	\$45	4.5%	\$0	\$45
\$750-\$999	\$30	4.0%	\$0	\$30
\$500-\$749	\$20	4.0%	\$0	\$20
\$350-\$499	\$10	2.9%	\$0	\$10

\*Scholarship credit is percent based (6%) and not fixed levels

\*\*Scouts receive 8% of their total retail at every additional \$10,000 they sell



## Agenda



Unit Recognition



Top Selling Unit



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# SCOUT REWARDS

EARN AN AMAZON.COM GIFT CARD TO BUY THE PRIZE YOU WANT!  
TO REDEEM YOUR AMAZON.COM GIFT CARD, SCOUTS MUST HAVE A REGISTERED TRAIL'S END ACCOUNT.



REGISTER AT [WWW.TRAILS-END.COM](http://WWW.TRAILS-END.COM)



KEEP GOING!

### 2018 TOP SELLERS



**\$88,073**  
**Beck G.**  
Virginia



**\$88,017**  
**Mason S.**  
Michigan

**REWARD IDEAS:**




**REWARD IDEAS:**




**★ BONUS LEVEL ★**

**TRAIL'S END 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.

**REWARD IDEAS:**





**REWARD IDEAS:**





**REWARD IDEAS:**





**REWARD IDEAS:**





**REWARD IDEAS:**





**REWARD IDEAS:**





**UNCAPPED TIERS • NO LIMIT**  
Sell above \$15,000 and earn 8% 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 \$10,000**  
Earn an \$800 Amazon.com Gift Card

**REWARD IDEAS:**





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

**REWARD IDEAS:**





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

**REWARD IDEAS:**





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

**REWARD IDEAS:**





**★ BONUS LEVEL ★**

**TRAIL'S END 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.

**Sell \$2,500**  
Earn an \$150 Amazon.com Gift Card

**REWARD IDEAS:**





**Sell \$1,500**  
Earn a \$75 Amazon.com Gift Card

**REWARD IDEAS:**





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

**REWARD IDEAS:**





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

**REWARD IDEAS:**





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

**REWARD IDEAS:**





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

**REWARD IDEAS:**





THE EMPLOYER PRIZES ABOVE ARE NOT DELIVERED BY TRAIL'S END, THESE ARE GUESTED PRIZES OR PRIZE IDEAS TO BE PURCHASED ON AMAZON.COM WITH YOUR GIFT CARD IF AVAILABLE. ACTUAL COSTS OF PRIZES ARE ESTIMATED, SUBJECT TO CHANGE, AND DON'T INCLUDE APPLICABLE TAXES AND SHIPPING. A TRAIL'S END SHARE WILL BE DEDUCTED FROM PARTICIPATING SCOUTS. THE EMPLOYER PRIZES ABOVE ARE SUBJECT TO OUR SCOUTS' TRAIL'S END ACCOUNT BEING APPROVED AND MUST BE AVAILABLE ACCORDING TO TRAIL'S END POLICY. TRAIL'S END WILL BE RESPONSIBLE FOR THE QUALITY OF THE QUALITY OF FACE-TO-FACE SALES ARE SUBJECT TO THE ACCOUNT SUBMITTED BY YOUR UNIT AND APPROVED BY TRAIL'S END. UNLIMITED REWARD IDEAS WILL AUTOMATICALLY BE INCLUDED IN A SCOUT'S REWARD IDEAS CHECKOUT. REWARD LEVELS ARE NOT COMPARATIVE. WE DO NOT SELL, SCOUTS MUST BUY IN A PHYSICAL STORE. FACE-TO-FACE AND ONLINE SALES COMBINED, TO BE ELIGIBLE FOR THE AMAZON.COM GIFT CARD A SCOUT MUST BE A SCOUT WHO HAS STARTED AT THAT LEVEL. SCOUTS MUST RECEIVE WHO IS IN REWARD VALUE IN SALES. YOUR UNIT IS SUBJECT TO APPLICABLE TAXES, AND WE WILL RECEIVE A 10% OF THE TOTAL SALES. THE AMAZON.COM GIFT CARD.



## Agenda



Unit Recognition



Top Selling Unit



2019 Program



Q&A

Download Our App



# Online Selling

The #1 online fundraising platform for Scouts.  
Reach friends & family outside of your community.

**2018 Proven Results:** Nationally, online continues to grow at 28%.

## Benefits for units:

- No risk of excess inventory.
- No handling product.
- No cash collection.
- No extra work!

## Benefits for Scouts:

- **FREE SHIPPING on all orders**
  - 2018 free shipping tests grew 61%.
  - Eliminates consumers' #1 objection.
- Higher sales - average online sale \$73 vs \$22 face-to-face.
- More product variety.
- Sales count toward Scout Rewards and Trail's End Scholarship.
- Access to special TE online promotions and rewards.





## Agenda



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# Show N Sell Kits

2.5'x6' Vinyl Banner



Strip of Industrial Strength Velcro to attach to table



60"x102"  
Blue Tablecloth





Choice of:  
Pinewood Derby Kits  
CAMP CHEF COOK SETS  
Lights & More Kit  
SCOUT SHOP GIFT CARDS

\$2,500

Increase sales by \$2,500 Over 2018 Sales

# \$200 SCOUT SHOP GIFT CARD



## PINEWOOD DERBY KIT

- (2) Participation Ribbons (10/pack)
- (1) Pinewood Derby Poster Set
- (1) Pinewood Decoration Kit
- (1) Caution Tape
- (1) Pennants
- (25) Pinewood Derby Cars
- (4) Pinewood Trophy – Small
- (4) Pinewood Trophy – Medium
- (4) Pinewood Trophy – Large



## LIGHTS & MORE KIT

- (1) Coleman Twin LED Lanterns
- (1) Coleman 70qt Cooler
- (1) Igloo 5 gallon Beverage Cooler
- (1) Lodge Cast Iron Dutch Oven

## PACK OR TROOP CAMPING KIT

- (1) Two-Burner Camp Chef Stove
- (1) Five Piece All-Purpose Chef Kit
- (1) Six Piece Cast Iron Cookware Set

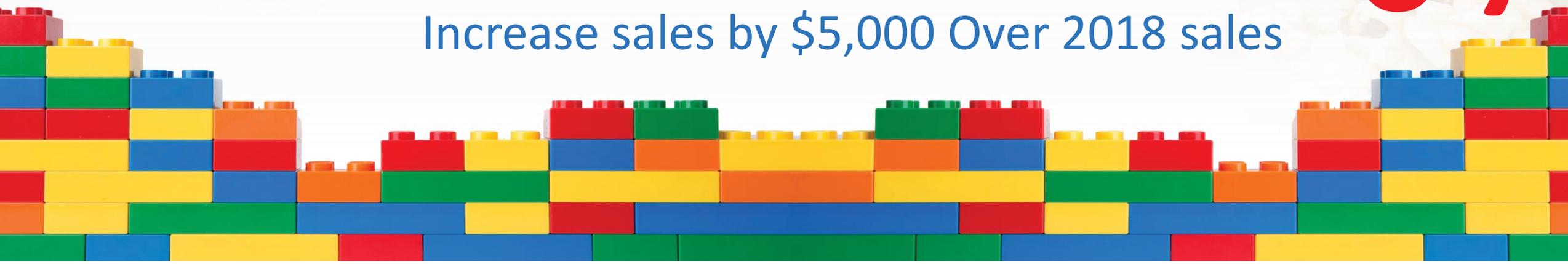


A background of white popcorn scattered across the top and right sides of the slide.

Choice of:  
Pinewood Derby Kits  
CAMP CHEF COOK SETS  
lights & more Set  
SCOUT SHOP GIFT CARDS

0  
0  
0  
5  
\$

Increase sales by \$5,000 Over 2018 sales

A decorative border at the bottom of the slide made of colorful LEGO bricks in red, yellow, green, and blue.



## PINEWOOD DERBY KIT

- (4) Participation Ribbons (10/pack)
- (2) Pinewood Derby Poster Set
- (2) Pinewood Decoration Kit
- (2) Caution Tape
- (2) Pennants
- (50) Pinewood Derby Cars
- (8) Pinewood Trophy – Small
- (8) Pinewood Trophy – Medium
- (8) Pinewood Trophy – Large

## \$400 SCOUT SHOP GIFT CARD

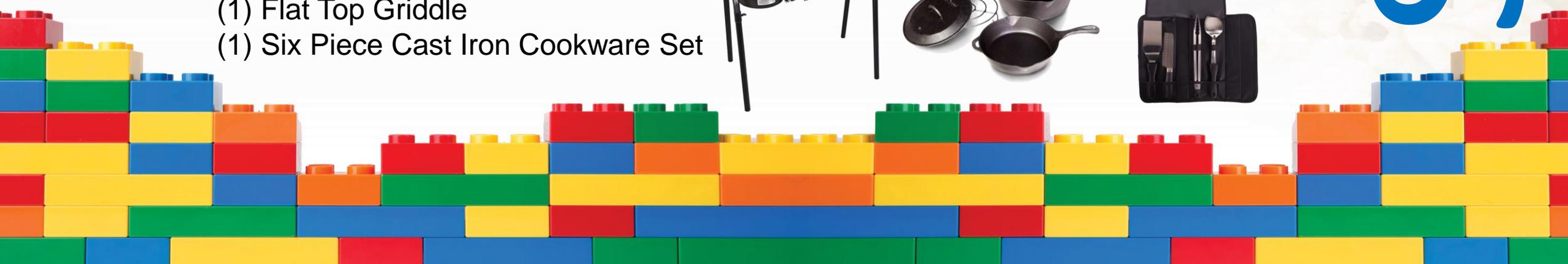


## LIGHTS & MORE KIT

- (3) Coleman Twin LED Lanterns
- (1) Coleman 70qt Cooler
- (2) Igloo 5 gallon Beverage Cooler
- (2) Lodge Cast Iron Dutch Oven

## PACK OR TROOP CAMPING KIT

- (2) Two-Burner Camp Chef Stove
- (1) Five Piece All-Purpose Chef Kit
- (1) Flat Top Griddle
- (1) Six Piece Cast Iron Cookware Set



A background of white popcorn is scattered across the top and right sides of the slide. At the bottom, there is a decorative border made of colorful (red, yellow, green, blue, orange) interlocking plastic blocks.

Choice of:  
Pinewood Derby Kits  
CAMP CHEF COOK SETS  
lights & more Set  
SCOUT SHOP GIFT CARDS

00575

Increase sales by \$7,500 Over 2018 sales



## PINEWOOD DERBY KIT

- (4) Participation Ribbons (10/pack)
- (2) Pinewood Derby Poster Set
- (2) Pinewood Decoration Kit
- (2) Caution Tape
- (2) Pennants
- (50) Pinewood Derby Cars
- (8) Pinewood Trophy – Small
- (8) Pinewood Trophy – Medium
- (8) Pinewood Trophy – Large



## LIGHTS & MORE KIT

- (6) Coleman Twin LED Lanterns
- (2) Coleman 70qt Cooler
- (3) Igloo 5 gallon Beverage Cooler
- (2) Lodge Cast Iron Dutch Oven

0057\$

## \$600 SCOUT SHOP GIFT CARD



## PACK OR TROOP CAMPING KIT

- (2) Two-Burner Camp Chef Stove
- (2) Five Piece All-Purpose Chef Kit
- (1) Flat Top Griddle
- (2) Six Piece Cast Iron Cookware Set





## Agenda



Unit Recognition



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# Thank you!

# Q&A

Matt Levin

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