

WAGON SALES POPCORN SIGN-OUT

Scout Parents Name:	Scout Name:	Sign-Out Date	___/___/___
Popcorn Team Member:	Cell:	Due Date	___/___/___

SIGNED OUT TO SCOUT

Item Description	Case Qty / Item Qty	Retail Price	Total Value
Kettle Corn Bag		\$20.00	\$_____
White Cheddar Bag		\$20.00	\$_____
Popping Corn Jar		\$20.00	\$_____
Salted Caramel Corn Bag		\$20.00	\$_____
Microwave Butter Box		\$25.00	\$_____

By signing, I acknowledge receipt of the Items listed as "Signed out to Scout". I will safely store all popcorn in a cool dry environment between the temperatures of 60-75 degrees. I will return any unsold popcorn and cash from popcorn sales by the due date listed.	Total Value	\$_____

Scout Parent Name	Signature	Parent Cell Phone	Parent Email
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Popcorn Team Member	Signature	Special Instructions:
ALL POPCORN SALES AND ALL DONATIONS COLLECTED WILL BE ENTERED INTO THE TRAIL'S END APP		

RETURNED TO UNIT

Item Description	Case Qty / Item Qty	Retail Price	Total Value
Kettle Corn Bag		\$20.00	\$_____
White Cheddar Bag		\$20.00	\$_____
Popping Corn Jar		\$20.00	\$_____
Salted Caramel Corn Bag		\$20.00	\$_____
Microwave Butter Box		\$25.00	\$_____

By signing, I acknowledge receipt of the items listed as "Returned to Unit", including the cash from popcorn sales and ALL donations in the amount noted as "Cash Dropped Off"	Cash Dropped Off	\$_____
	Date Returned:	

Scout Parent Name	Signature	Popcorn Team Member	Signature
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Notes:

Storefront Shift Reporting 2025

Opening Shift				Scout Name:	
Item	Qty	Item	Qty	Item	Qty
Butter \$25		White Cheddar \$20		Popping Corn \$20	
Salt Crml \$20		Kettle \$20			
				Starting Change Cash Count	
____am/pm parent	Parent Name:		Initial:		
	Popcorn Kernel Name:		Initial:		

_____am/pm Shift Change				Scout Name:	
Item	Qty	Item	Qty	Item	Qty
Butter \$25		White Cheddar \$20		Popping Corn \$20	
Salt Crml \$20		Kettle \$20			
				Cash Count	
				Cash to Credit	
____am/pm parent	Parent Name:		Initial:		
____am/pm parent	Parent Name:		Initial:		

_____am/pm Shift Change				Scout Name:	
Item	Qty	Item	Qty	Item	Qty
Butter \$25		White Cheddar \$20		Popping Corn \$20	
Salt Crml \$20		Kettle \$20			
				Cash Count	
				Cash to Credit	
____am/pm parent	Parent Name:		Initial:		
____am/pm parent	Parent Name:		Initial:		

_____am/pm Shift Change				Scout Name:	
Item	Qty	Item	Qty	Item	Qty
Butter \$25		White Cheddar \$20		Popping Corn \$20	
Salt Crml \$20		Kettle \$20			
				Cash Count	
				Cash to Credit	
____am/pm parent	Parent Name:		Initial:		
____am/pm parent	Parent Name:		Initial:		

_____am/pm Shift Change				Scout Name:	
Item	Qty	Item	Qty	Item	Qty
Butter \$25		White Cheddar \$20		Popping Corn \$20	
Salt Crml \$20		Kettle \$20			
				Cash Count	
				Cash to Credit	
____am/pm parent	Parent Name:		Initial:		
____am/pm parent	Parent Name:		Initial:		

Close Out- what is being returned to the Unit					
Item Description	Qty	Item Description	Qty	Item Description	Qty
Butter \$25		White Cheddar \$20		Popping Corn \$20	
Salt Crml \$20		Kettle \$20			
				Cash Count	
				Cash to Credit	
____am/pm parent	Parent Name:		Initial:		
Popcorn Team	Parent Name:		Initial:		

Date:

Location:

Storefront Product Tracking Sheet

[illegible]

High Desert Council Popcorn Fundraiser Code of Conduct

Participation in this Council-sponsored fundraiser requires adherence to the following policies. Violations may result in revocation of storefront privileges and/or disqualification from incentives.

Prohibited Activities:

- No tip jars, passive donation containers, or signs requesting donations to the unit. Scouts can ask for Heroes and Helpers in accordance with this code of conduct.
- No breaking apart packages or selling individual portions. All products must remain sealed and labeled with manufacturer nutritional information.
- No additional fundraising items may be sold, including but not limited to:
 - Water, jerky, candy, raffle tickets, car wash vouchers, or other non-Council-approved items.

Storefront Behavior and Setup:

- Booths may only be operated by the unit that holds the approved reservation.
- Booths must be set up only in the location authorized by the store manager.
- No more than two scouts and two parents at a booth at any given time. Best Practices is one Scout and one parent to maximize selling potential and rewards.
- Scouts must remain at least 8–10 feet away from store entrances, and follow store-specific guidelines.
- Do not block store doors, paths, or access points.

Conflicts Between Units:

- Only one unit may sell at a location at any given time. Use the Trail's End app to avoid overbooking.
- If multiple units arrive at the same time, leaders must resolve the conflict respectfully without involving store employees.
- All participating adults and youth are expected to behave in accordance with the Scout Law, especially being courteous and kind.

Behavior Expectations:

- Scouts and adults must use respectful, clean language at all times.
 - No profanity, insults, verbal put-downs, or teasing will be tolerated.
- No horseplay or physical contact is allowed, including:
 - Punching, play fighting, pushing, throwing items, or physical intimidation.
- Do not sit on, lean on, or interact with store displays or merchandise. Do not use it as a table or place drink/food on them.
- Leave the area clean: remove all empty boxes, trash, and materials when the shift ends; do not fill store trash cans with boxes, take everything with you.

Safety Guidelines:

- Scouts must remain on the sidewalk or designated area at all times.
- Scouts may not enter the parking lot to approach customers or assist with carrying purchases.
- All store-specific rules must be followed in addition to Council rules.

Donations:

- All cash donations received at storefronts **MUST** be entered into the Trail's End app immediately as a Heroes & Helpers donation.
- These donations count toward unit sales and must be recorded honestly and accurately.

Final Notes:

- These rules protect youth safety, ensure fairness, and preserve relationships with storefront partners and Trail's End.
- Units and individuals that do not follow these guidelines may be removed from the fundraiser.
- Questions should be directed to your Council Kernel or Council Popcorn Team.

SCOUT PITCH

“Hi, my name is _____ and I’m earning my way
(first name only!)

to _____! Can I count on your support?
(goal for your funds)

My favorite flavor is _____. If you don’t
(pick one!)
have cash, don’t worry, we prefer credit card!”

Remember:

NEVER, NEVER, NEVER ask customers to buy popcorn.
It’s to support You!

If you cannot remember your sales pitch, say,
“Will you help me go to Camp?”

Even if the customer says no, always say,
“Thank you” and “Have a good day.”

Trail's End®

ALL Donations MUST be entered as Heroes and Helpers Donations in the APP at the time of receiving them.

All Donations count towards Sales Goal and Scout Rewards when entered into the APP

**NEW in 2025 customers can pay with TAP to PAY Cash App, Google Pay, Apple Pay
FREE Credit Card processing through trails end APP**

Be sure to watch the Scout and Parent Training Videos located in the training tab of your APP for more best practices!

PREP

Trail's End App

New Scouts: download & register

- Use your zip code or Trail's End Unit Code

- Families can use the same email for multiple accounts, but each Scout needs their own account

Returning Scouts: download or update, and use your 2024 username

Families: login to all Scout accounts and easily switch accounts by tapping the arrows at the top of the app dashboard



<https://qroo.de/trails-end>

Explore the App

- Set your goal on the dashboard
- Customize your online fundraising page
- Sign-up for storefront shifts
 - View site instructions for store / setup details
- Watch storefront videos on Training page

Practice Your Sales Pitch

"Hi, my name is _____ (first name only!) and I'm earning my way to _____ (goal for your funds!) Can I count on your support?"

My favorite flavor is _____ (pick one!). If you don't have cash, don't worry, we prefer credit card!"

Remember! NEVER, NEVER, NEVER ask customers to buy popcorn. If you cannot remember your sales pitch, say, "Will you help me go to Camp?" Even if the customer says no, always say, "Thank you" and "Have a good day."

Sales Tips

- Follow the Guide to Safe Scouting at all times
- Make a list of family & friends to ask
- Sell individually at storefronts with your parent
- Wear your field uniform
- Join the Trail's End Scout Parents Community on Facebook for best practices & support



<https://www.facebook.com/groups/TEScoutParents>

Storefronts™

- Thank store managers & employees for supporting Scouting!
- Setup table near exit door, or where specified by store
- Enhance the shoppers' experience; do not pester or be overly aggressive with customers
- Respect store equipment & merchandise
- Leave No Trace!

My Leader: _____

Phone / Email: _____

For more information, visit our FAQs →



<https://support.trails-end.com>

Cash to Credit

- Parents can turn in cash owed for wagon and storefront sales by selecting the 'Use Cash to Credit' option and using their credit card.
- **Tip:** Using Cash to Credit will turn 1 pt for each (cash) dollar collected into 1.25 pts.
- Learn more about Cash to Credit →



SELL

Best Practices

- Record all sales in app, including donations
- Heroes and Helpers™: your customers can send products to military troops, first responders & food banks, while still supporting you!
- Follow-up with online customers who have not supported
- Set goal in the app & track your progress

Sales Methods

- Storefronts: sign up and work shifts at high foot traffic locations (1 Scout per shift performs best)
- Online: share your page with family and friends via social, email, or text; products will be ship to them.
- Scout Sales: sell to family & friends in person

Rewards

Choose the prizes you want by recording sales in the Trail's End App and collecting points towards eGift Cards!

- New eGift Cards*: Amazon, Target, Walmart, Prepaid Mastercard®, and more!
- Heroes and Helpers: 1.75 pts (credit & online), 1.5 pts (cash)
- Credit & Online: 1.25 pts
- Cash: 1 pt
 - Each sale only accrues points in the applicable category above in which it will earn the most points
- Cash to Credit™: receive additional 0.25 points for every cash dollar converted to credit
 - Points for Storefront cash converted are split among Scouts working the store that day
- Scan QR code flyer to view storefront & online bonuses!



<https://wh-wf-training.s3.amazonaws.com/2025%20Scout%20Rewards.pdf>

Trail's End App - Credit Sales

Faster, safer, higher sales, & Trail's End pays all fees!

- NEW Tap-to-Pay: accept payments via contactless cards and smartphones - no hardware needed
- Square Bluetooth & magstripe readers are compatible
- Scouts can type cards manually or share orders with customers to checkout on their device

WRAP UP

- Promptly deliver undelivered orders
- Turn in cash to your leader
- Thank customers
- Claim Rewards
- Choose the prizes you want with your eGift Card

Enjoy your Scouting year!

*Additional Terms & Conditions apply. All promotions are subject to the Trail's End Terms & Conditions; view complete details at portal.trails-end.com/legal/terms. Identifying marks attached are trademarks of and owned by each represented company and/or its affiliates. Please visit each company's website for additional terms and conditions. By claiming certain gift cards, you represent and warrant to us that you are at least 18 years of age (or older if you reside in a state where the majority age is older).

Scout and Parent Training Videos

- Watch the short series of Scout and Parent training videos found in the Trails End App Training Resources.
- Helpful videos on:
 - Sales Pitch
 - Scout Role
 - Parent Role
 - Storefront Setup
 - Overcoming Excuses

