

# OVER 70% STAYS LOCAL!\*



**WHITE  
CHEDDAR  
POPCORN**



**SALTED  
CARAMEL  
CORN**



**SWEET & SALTY  
KETTLE CORN**



**POPPING  
CORN**



**MICROWAVE  
BUTTER  
POPCORN**



## SUPPORT OUR HEROES AND HELPERS™!

By providing your support to Scouting, you're helping bring heartwarming snacks to military personnel and their families, first responders and local food banks!



**MORE ONLINE PRODUCTS  
& NUTRITIONAL FACTS**

**ONLINE SCOUT ID:**

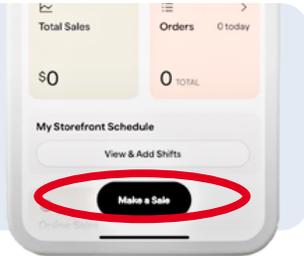
Product images for illustration purposes only, **actual product packaging may vary**. Products, pricing and specifications subject to availability and change without notice. \*Amount donated is calculated based on Trail's End Return to Scouts, see Terms & Conditions at [portal.trails-end.com/legal/terms](http://portal.trails-end.com/legal/terms) for details. All sales of Trail's End products may only be conducted by individuals authorized by Trail's End in compliance with all applicable terms of sale and agreements.

This guide will provide step-by-step instructions for scouts and parents to successfully take a payment on the Trail's End app on their mobile device with Tap to Pay.

Note: Tap to Pay is only available in the Trail's End app on an Android phone when a reader is not paired with the device.

**Step 1**

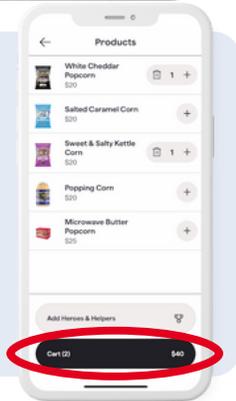
Tap **'Make a Sale'** from the app dashboard



**Step 2**

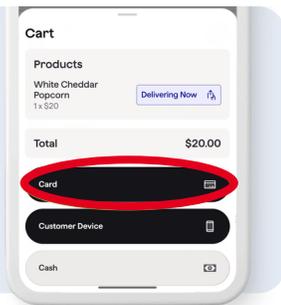
Add products to the cart.

Tap **'Cart'** to complete checkout.



**Step 3**

Tap **'Card'** to take payment with Tap to Pay.



**Step 4**

Have the customer hold their payment method on the back of the Android phone near the center.



**TIPS**

**Best Practices for using Tap to Pay on an Android Phone**

- If your phone case has a holder for physical cards, remove them from your phone case to prevent accidentally charging your own card while Tap to Pay is enabled.
- Never hand your phone over to the customer. Have the customer hold their card or NFC device. If needed, have them hand you their card or NFC device for you to tap on your phone.
- Watch for the Approved message on the screen to confirm that payment has been accepted.

**Troubleshooting Tips for Tap to Pay on an Android Phone**

- If a reader is paired to the Android phone, Tap to Pay will not be available. Disconnect the reader to use Tap to Pay.
- If you see a "Reader unavailable, Disable 'Developer options' in your device settings and restart this app to use this reader":
  - a. Go to your device Settings > System > Developer options/mode. You can also search "Developer options" or "Developer mode."
  - b. Turn OFF Developer options or Developer mode.
  - c. Force quit the Trail's End app.
  - d. Restart your Android device.
- If you have a Galaxy Fold device, make sure the device not folded open as Tap to Pay is not available when in that mode.
- Check that your phone is compatible using this list from Square, available at <https://squareup.com/us/en/compatibility?platform=Android>



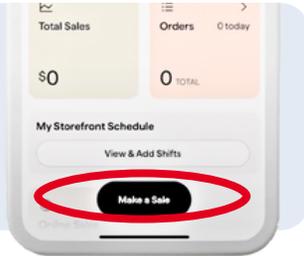
**Setting up Tap to Pay in the Trail's End App on an Android Phone**

1. Go to Settings in the app by tapping the gear icon in the upper right corner.
2. Tap on Square Settings
3. Accept the permissions to enable Square to accept payments:
  - a. Bluetooth
  - b. Location
  - c. Microphone
4. Tap to Pay will show as Ready when it is connected.

This guide will provide step-by-step instructions for scouts and parents to successfully take a payment on the Trail's End app on their mobile device with Tap to Pay.

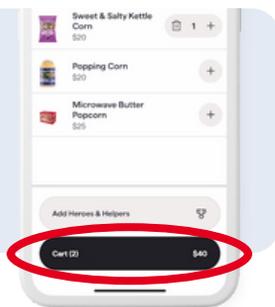
**Step 1**

Tap **'Make a Sale'** from the app dashboard



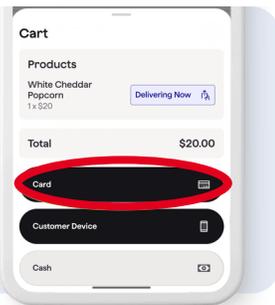
**Step 2**

Add products to the cart.  
Tap **'Cart'** to complete checkout.



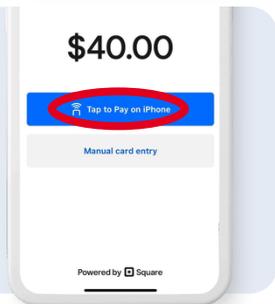
**Step 3**

Tap **'Card'** to take payment with Tap to Pay.



**Step 4**

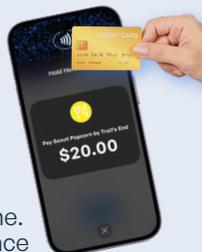
Tap the **'Tap to Pay on iPhone'** button.



**Step 5**

Have the customer hold their payment method near the top of the iPhone.

- For credit cards, have them hold the card horizontally over the contactless symbol on the iPhone.
- For digital wallets, have them place their device over the contactless symbol on the iPhone.



**TIPS**

**Best Practices for using Tap to Pay on an iPhone**

- If your phone case has a holder for physical cards, remove them from your phone case to prevent accidentally charging your own card while Tap to Pay is enabled.
- Never hand your iPhone over to the customer. Have the customer hold their card or NFC device. If needed, have them hand you their card or NFC device for you to tap on your iPhone.
- For credit cards, hold the credit card horizontally over the contactless symbol on the iPhone.
- For digital wallets, have them place their device over the contactless symbol on the iPhone.
- Watch for the Approved message on the screen to confirm that payment has been accepted.

**Setting up Tap to Pay in the Trail's End App on an iPhone Device**

1. Go to Settings in the app by tapping the gear icon in the upper right corner.
2. Tap on Square Settings
3. Accept the permissions to enable Square to accept payments:
  - Bluetooth
  - Location
  - Microphone
4. Tap to Pay on iPhone will show as Ready .

**Troubleshooting Tips for Tap to Pay on an iPhone**

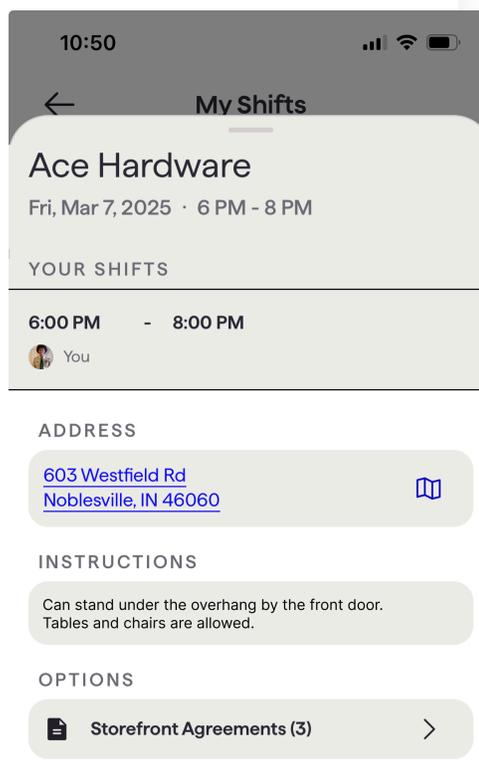
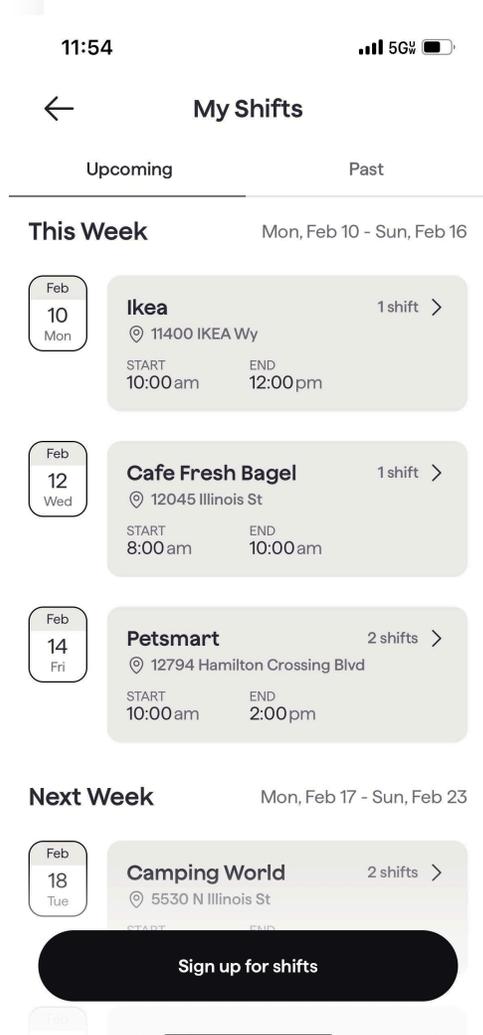
- Check that your phone is compatible using this list from Square, available at <https://squareup.com/us/en/compatibility?platform=iOS&brand=Apple>



# As a Scout/parent, where can I find the store scheduling agreements?

Scouts/parents can see the agreement that allows Scouts to sell at a storefront from the Trail's End app.

1. Tap on the Storefronts section of the app dashboard. Shifts that you have signed up for will show on the Upcoming shifts page.
2. Tap the storefront that you want to view the agreement for. This will open a view with the details of the shift.
3. Tap on the Storefront Agreements button.
  - a. If there is one agreement, the agreement will open for you to view.
4. If there are more than one agreement, you can select which agreement you want to open and view



# 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.”



## 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://qrco.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!

### Pack 444 Popcorn Kernel Contact information:

Lexie Anderson

720-375-0907

admin@littletonpack444.com

## 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](http://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).



## STOREFRONT SALES CODE OF CONDUCT

- Scouts shall follow the Scout Oath, Scout Law, and Guide to Safe Scouting at all times. Remember, we are representing the Boy Scouts of America and must act accordingly at all times.
- Scouts shall wear their Class A Uniforms at all times.
- Storefront tables will have a banner that clearly identifies that Scouts.
- Shopping Carts are for the use of store customers and are not to be used to transport / store Scout Popcorn.
- Scouts shall setup their table near the exit door to the store, or the location specified by the store.
- The Store has granted us permission to run our Popcorn Fundraiser, which means supplemental items like water, jerky, hot dogs, candy, car wash, etc. are not permitted to be sold.
- Scouts shall greet the customers as they exit the store. Scouts are not allowed to approach customers in the store, in the parking lot, etc.
- Scouts shall be friendly and courteous, even when a customer ignores them and/or does not want to buy popcorn.
- Scouts will not be overly aggressive, and call out to, badger, or follow customers to their vehicles.
- Samples of products shall **NOT** be given to customers, as it is a health code violation.
- Scouts will not break open the product and sell the products in quantities less than the way they are packaged. Nutritional information must be on all packages.
- **Leave No Trace** – remove all empty boxes, trash, and other debris from the location after your sale.
- **Be respectful** and thankful to Store employees at all times. Remember that this is their Store, and we are only there because of their generosity.