



2026 Popcorn Kickoff



Benefits of Popcorn Selling

Benefits for Scouts and Pack

- Only Fundraising we do for the entire scouting year!
- If we reach our goal we will be fully funded for the entire Scouting Year ahead.
- Scouts earn eGift Cards by earning points per \$1 sold. Points then determine gift card value available.
 - Multiple gift card options this year and may pick one or multiple different gift cards
 - Scouts choose the gift cards they want

BUT MORE IMPORTANTLY....Scouts Learn

- How to help others around them
- Public speaking & math skills
- Salesmanship & perseverance
- How to earn their own way
- The value of hard work
- **How to handle rejection**



**LEARN
PEOPLE SKILLS**



**LEARN MONEY
MANAGEMENT**



**BECOME
GOAL SETTERS**

A Scout is thrifty!

Our Pack is Powered by Popcorn

Pack 444 Fundraising Details

\$40,000

2026 SALES GOAL

This helps cover Scout costs, Pack expenses, and a full year of adventures and fun!

175 HOURS

PACK STOREFRONT TARGET HOURS WORKED

This is the estimated number of Storefront hours we need to work to reach Sales Goal

\$1,800

FULLY SELF-FUNDED SCOUT

A Scout who sells at least \$1,800 in retail sales is considered fully self-funded for the year, covering both their Pack dues and the remaining per-Scout expenses not covered by dues.

THE ROAD TO \$40,000

2025 storefront pace **≈ \$246 / hour**

2025 storefront hours worked **134 hours**

Estimated hours needed for \$40K **≈ 163 hours**

OUR TARGET: 175 STOREFRONT HOURS

A little cushion gives us room for slower shifts, weather, and cancellations.

Pack 444 Fundraising Participation

The Pack's expectation is that **every Scout starting in their 2nd year participate in our annual popcorn fundraiser.**

Part of being a Scout is following the Scout Law which emphasis that a Scout is Helpful and Thrifty.

Current Registration Number for our Pack:

Total Scouts registered with our Pack: **37**

Total Scouts registered in Trail's End: **26**

Total Scouts not registered in Trail's End: **11**

WHY WE SELL POPCORN: FUNDING A YEAR OF SCOUTING

PACK DUES DON'T COVER THE FULL COST — POPCORN FUNDRAISING CLOSES THE GAP.

OUR ANNUAL PACK EXPENSES

≈ **\$12,897.80**

Pinewood Derby	\$3,032.79	Pack Event Expenses	\$741.45
Advancement	\$2,526.45	Annual Pack Campout (Net)	\$736.55
Pack Operating Expenses	\$1,625.34	Software & Subscriptions	\$508.32
AOL Crossover	\$1,423.08	Office / Art Supplies	\$212.41
Pack Membership Expenses	\$1,216.83	Blue & Gold Banquet	\$83.72

*The expenses shown above represent only a portion of the Pack's total annual expenses and do not reflect the full annual cost of operating Pack 444. The above represent the highest expenses annually.

WHAT ONE SCOUT COSTS THE PACK

Average annual cost per Scout **\$351.35**

Pack dues paid by family **– \$135**

Remaining cost funded by Pack **\$216.35**

\$1,800+ RETAIL SALES
= FULLY SELF-FUNDED SCOUT
Covers the Scout's dues and helps cover the remaining per Scout cost.

Why Our Popcorn Goal Goes Beyond Annual Expenses

- **The expenses shown are a baseline, not our full 2026–2027 budget.** They reflect actual expenses from the 2025–2026 Scouting year.
- **Costs continue to increase.** The amounts shown do not account for expected increases in supplies, awards, food, activities, services, and other Pack expenses this year.
- **Our Pack is growing.** Larger attendance means higher event costs, and some Pack-wide events will now require paid external venues because we have outgrown our regular meeting space.
- **Aging Pack equipment needs attention.** The expenses shown do not include future replacement or replenishment of shared Pack equipment and supplies.
- **We need to begin building a financial reserve.** Historically, fundraising has primarily covered the upcoming year, leaving little reserve for unexpected needs or a year when fundraising falls short.
- **Our goal is financial stability.** Over the next three years, we want to gradually build a reserve equal to approximately one full year of Pack expenses.

Bottom Line: Our Popcorn fundraising goal is intentionally higher than the expenses shown because we are funding this year's program, planning for rising costs, future Pack needs, and the beginning of a healthy financial reserve.

Important Fundraising Disclaimer

If **fewer than 50% of our registered Scouts actively participate in Popcorn fundraising**—meaning at least 50% of Scouts do not reach **\$500 in retail sales**—the Pack may need to **increase annual Pack dues** to ensure we can cover the costs necessary to provide a successful Scouting year.

Prefer Not to Fundraise? — Buyout Option- We understand that Popcorn fundraising may not work for every family. Families who prefer not to participate in Popcorn fundraising may choose the \$425 Buyout Option. The \$425 payment replaces your annual Pack dues and Popcorn fundraising requirement for the year. No additional Pack dues would be owed, and your family would not be required to participate in Popcorn sales.

What's on the Calendar for this year?

2026-2027 Scouting Year Calendar

Printed copies of calendar will be available
at our Open House Night next Tuesday!

DATE	DAY	TIME	EVENT TYPE	EVENT
AUGUST 2026				
8/4	Tue	7:00 PM	Pack Meeting	Scout Welcome Back Park Night
8/11	Tue	----	No Meeting	No Meeting – First Day of School for LPS
8/15	Sat	8:00 AM	Pack Event	Western Welcome Week Grand Parade
8/18	Tue	7:00 PM	Pack Meeting	Popcorn Kick Off Meeting
8/22	Sat	ALL DAY	Pack Event	First Popcorn Storefront Selling Day!
8/25	Tue	7:00 PM	Pack Meeting	Pack Open House Night (Off Site)
SEPTEMBER 2026				
9/1	Tue	7:00 PM	Pack Meeting	Pack Meeting – Parent Orientation Night
9/8	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
9/8	Tue	7:00 PM	Den Meeting	Den Meeting
9/15	Tue	7:00 PM	Den Meeting	Bobcat
9/22	Tue	7:00 PM	Den Meeting	Bobcat
9/29	Tue	7:00 PM	Off Site Meeting	Off Site Meeting
OCTOBER 2026				
10/6	Tue	7:00 PM	Pack Meeting	Bobcat/Awards
10/13	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
10/13	Tue	7:00 PM	Den Meeting	Den Meeting
10/20	Tue	7:00 PM	Den Meeting	Den Meeting
10/27	Tue	7:00 PM	Pack Event	Halloween Party (Off Site)
NOVEMBER 2026				
11/3	Tue	7:00 PM	Pack Meeting (IU)	Popcorn Celebration!
11/10	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
11/10	Tue	7:00 PM	Den Meeting	Den Meeting
11/17	Tue	7:00 PM	Den Meeting	Den Meeting
11/24	Tue	----	No Meeting	No Meeting – Thanksgiving Break
DECEMBER 2026				
12/1	Tue	7:00 PM	Pack Event	Pinewood Derby Kickoff
12/8	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
12/8	Tue	7:00 PM	Den Meeting	Den Meeting
12/15	Tue	7:00 PM	Den Meeting	Den Meeting
12/22	Tue	----	No Meeting	No Meeting – Christmas Break
12/29	Tue	----	No Meeting	No Meeting – Christmas Break

DATE	DAY	TIME	EVENT TYPE	EVENT
JANUARY 2027				
1/5	Tue	7:00 PM	Den Meeting	Den Meeting
1/12	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
1/12	Tue	7:00 PM	Den Meeting	Den Meeting
1/19	Tue	6:00–8:00 PM	Pack Meeting	PWD Car Weigh in and Submissions Due
1/23	Sat	11 AM – 4 PM	Pack Event	Pinewood Derby Race Day
1/26	Tue	----	No Meeting	No Meeting
FEBRUARY 2027				
2/2	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
2/2	Tue	7:00 PM	Den Meeting	Den Meeting
2/9	Tue	7:00 PM	Pack Event	Blue and Gold Banquet
2/16	Tue	7:00 PM	Pack Event	AOL Crossover
2/23	Tue	----	No Meeting	No Meeting
MARCH 2027				
3/2	Tue	7:00 PM	Pack Meeting	Guest Speaker Meeting
3/9	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
3/9	Tue	7:00 PM	Den Meeting	Den Meeting
3/16	Tue	7:00 PM	Den Meeting	Den Meeting
3/23	Tue	----	No Meeting	No Meeting – Spring Break
3/28	Sun	8:00 AM	Pack Event	Easter Pancake Breakfast (Scout Service Event)
3/30	Tue	7:00 PM	Off Site Meeting	Off Site Meeting
APRIL 2027				
4/6	Tue	7:00 PM	Pack Meeting	Awards
4/13	Tue	6:00 PM	Pack Committee Meeting	Pack Committee Meeting
4/13	Tue	7:00 PM	Den Meeting	Den Meeting
4/20	Tue	7:00 PM	Den Meeting	Den Meeting
4/27	Tue	7:00 PM	Off Site Meeting	Off Site Meeting
MAY 2027				
5/4	Tue	7:00 PM	Den Meeting	Den Meeting
5/11	Tue	7:00 PM	Den Meeting	Den Meeting
5/18	Tue	6:30 PM	Pack Meeting	Advancement Ceremony
5/25	Tue	----	No Meeting	No Meeting
JUNE 2027				
6/4–6/6	Fri–Sun		Pack Event	Annual Pack Campout
6/13	Sat	10 AM – 12 PM	Pack Committee Meeting	Annual Pack Committee Planning Meeting

* UI = Uniform Inspection



PACK MEETING
Held Monthly



PACK COMMITTEE MEETING
Held Second Tuesday
of Each Month



DEN MEETING
Weekly on Tuesdays
at 7:00 PM



PACK EVENT
Special Event



OFF SITE MEETING
Held at a Location
Outside Our Regular
Meeting Place



NO MEETING
No Pack or Den
Meetings



Regular weekly
Tuesday meetings
at 7:00 PM



Pack Meetings
held monthly



Pack Committee Meetings
held the second Tuesday
of each month

Calendar subject to change.

Check our website for the most up to date Pack
calendar including location and time details.

★ KEY EVENTS TO REMEMBER ★



WELCOME BACK PARK NIGHT

August 4, 2026
Kick off the year with fun
and community!



POPCORN KICK OFF MEETING

August 18, 2026
Start a successful
Popcorn season!



PINEWOOD DERBY KICKOFF

December 1, 2026
Start building those
winning cars!



PINEWOOD DERBY RACE DAY

January 23, 2027
A day of speed,
skill and excitement!



BLUE AND GOLD BANQUET

February 9, 2027
Celebrate Scouting's Birthday!



AOL CROSSOVER

February 16, 2027
Celebrate Scouts
moving to Troop side!



ADVANCEMENT CEREMONY

May 18, 2027
Recognizing achievement
and growth!



ANNUAL PACK CAMPOUT

June 4–6, 2027
Adventure, outdoor fun
and memories!

Scan QR Code
to see the PDF
calendar
online via our
website!



How do we make it happen?

NOW WE SELL POPCORN!

We're selling more than popcorn. We're helping fund the Scouting experience our children receive throughout the year—activities, advancement, events, traditions, and opportunities that make Pack 444 special.

The experiences our Scouts enjoy require funding. We want to continue providing events like Pinewood Derby and our annual advancement celebrations without charging families additional admission or participation fees.

It takes the entire Pack. Maintaining the program our Scouts are accustomed to requires every Scout and every family to participate and support our fundraising efforts.

Popcorn helps keep Pack dues affordable. We either raise enough through Popcorn commissions to cover our remaining operating costs, or Pack dues would eventually need to increase significantly beyond the current \$135 to make up the difference.

We need new top sellers this year! Last year, much of our Popcorn success was driven by approximately 10 Scouts—and 7 of those Scouts have now crossed over to the Troop level.

Each Scout is expected to sell at least \$1,000 in retail popcorn sales.

That's approximately 50 items at an average of \$20 per item.

At \$1,000 in sales, the Scout earns \$75 toward their \$135 Pack dues, leaving the family responsible for the remaining \$60.

To be considered fully self-funded for the Scouting Year, **a Scout needs to sell \$1,800** in retail sales.

At that level, the Scout earns the full \$135 in Pack dues, meaning the family owes \$0 in Pack dues at the end of the Popcorn season.

This year, it's time for a new group of Scouts to lead the race! 🏁

So What Happens Now????

- **The Pack** is here to help and support you every step of the way.
- **Reaching our goal** will take all of us working together and doing our part.
- **Not sure where to start?** Sign up for a storefront shift and learn alongside families who have done it before. It's one of the easiest ways to get started!

Let's dive right in!

The following sections will give you the **information, tools, and support** you need to help your Scout have a successful Popcorn season!

2026 TRAIL'S END PRODUCTS LINE UP



**WHITE
CHEDDAR
POPCORN**

\$20



**SALTED
CARAMEL
CORN**

\$20



**SWEET & SALTY
KETTLE CORN**

\$20



**SEA SALT
POPCORN**

\$20



**MICROWAVE
BUTTER
POPCORN**

\$25

Step #1- Get your Scout registered!

Hopefully, most people have completed this step already!

1) Download the Trail's End app from Google Play Store or Apple Store.

Scan the QR Codes Below or Click the Links:

Apple App Store
Iphone/Ipad



[App Store Link](#)

Google Play Store
Android



[Google Playstore Link](#)

You can use this link to complete the registration process from a computer if needed.
However you will be required to download the app to complete any sales so doing so
now ensures the smoothest start of popcorn sales

[Link to Webpage for Computer Registration Option](#)

2) Enter the requested information under Register Scout fields.

ONLY INPUT ONE SCOUT AT A TIME!

3) Create a username and password. Once account is created, click Continue.

4) Enter our **Unit Code: FAGC2** and Click Continue.

5) Once it finds our Unit/Pack, make sure it's marked and click Continue.

6) If you only have 1 Scout to register click No thanks, return to login.

If you have another Scout to register click the Yes! to register your next Scout.

Step #2- Figure out how your going to help us reach our goal!

Three Methods To Selling Popcorn:

- 1. Wagon Sales:** Scouts take popcorn through their neighborhood and sell **door-to-door**, allowing customers to receive their popcorn immediately. Scouts can also take orders for products they are out of or that are not yet available and return to deliver them later.
- 2. Online Sales:** Each Scout has their own **online sales page** that can be shared with friends and family. Customers order online and have their popcorn **shipped directly to them**.
- 3. Storefront Sales — THE EASIEST & FASTEST WAY TO REACH YOUR GOAL!**
Sign up for one of our **Pack Storefront Shifts!** These are pre coordinated with local businesses in advance so Scouts can set up a table and sell directly to their customers. Storefronts provide a **steady flow of potential customers** and are one of the quickest ways to increase your sales and reach your goal.

Step #3- Log in and look around the Trail's End App

EVERYTHING is done in the Trail's End Scout App

- 1.No matter how you sell, YOU WILL USE THE TRAIL'S END APP!
- 2.The Trail's End app is your home base for everything Popcorn.

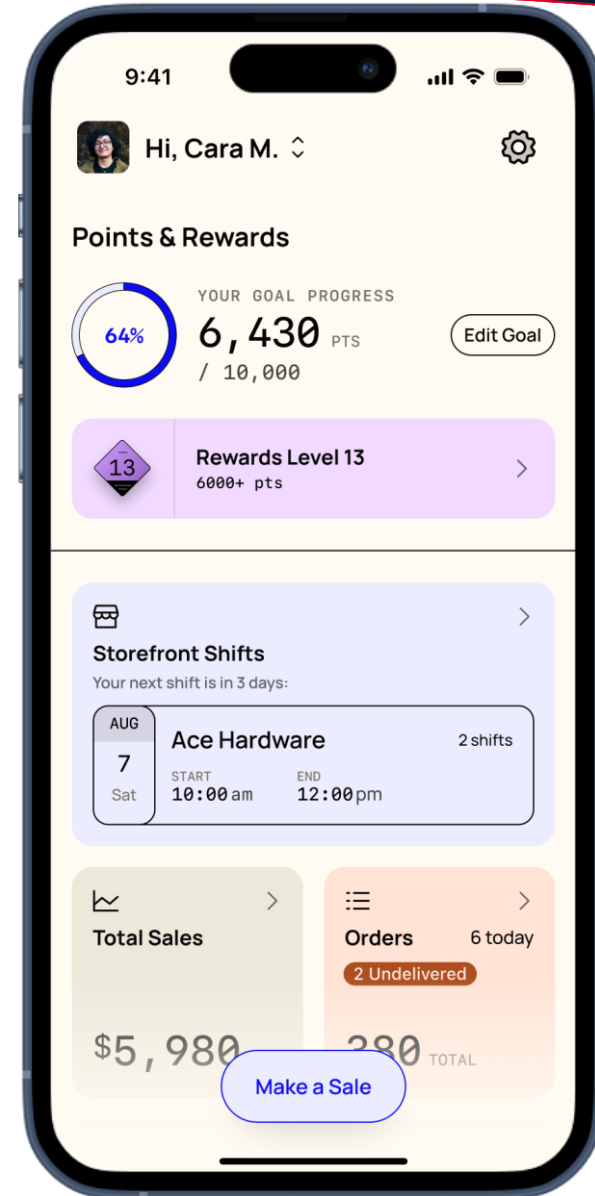
Use it to:

1. Sign up for storefront shifts.
2. Access training on how to run a successful storefront.
3. Personalize and share your online sales page.
4. Claim Trail's End Rewards throughout the sale.
5. Enter all wagon and storefront sales.
6. Review inventory currently assigned to your Scout.
7. Track progress toward your Scout's sales goal.

GOAL REMINDER: Beginning Friday, all Scouts will have a \$1,800 sales goal entered in Trail's End unless they have already set a higher personal goal.

✓ The main Dashboard is the single screen for all key actions:

- Make a sale
- Goal and rewards
- Cash to Credit
- Storefronts
- Sales data
- Orders
- Online sales
- Training



TRAIL'S END TECHNOLOGY WITHIN THE SCOUT APP

The Trail's End app allows you to accept and track payments for both storefront and wagon sales.

Payment Options

Cash: Record cash payments in the app to help track cash on hand and make end-of-shift reconciliation easier.

Credit/Debit Card: Most major credit and debit cards are accepted, and Trail's End covers the credit card processing fees.

Tap to Pay: Accept fast, contactless payments directly from your phone—no additional card reader needed!

Tap to Pay

If your phone supports NFC (Near Field Communication), you can accept Apple Pay, Google Pay, contactless credit/debit cards, and other supported tap-to-pay methods directly on your device.

Quick, easy, and one less piece of equipment to worry about at your storefront!



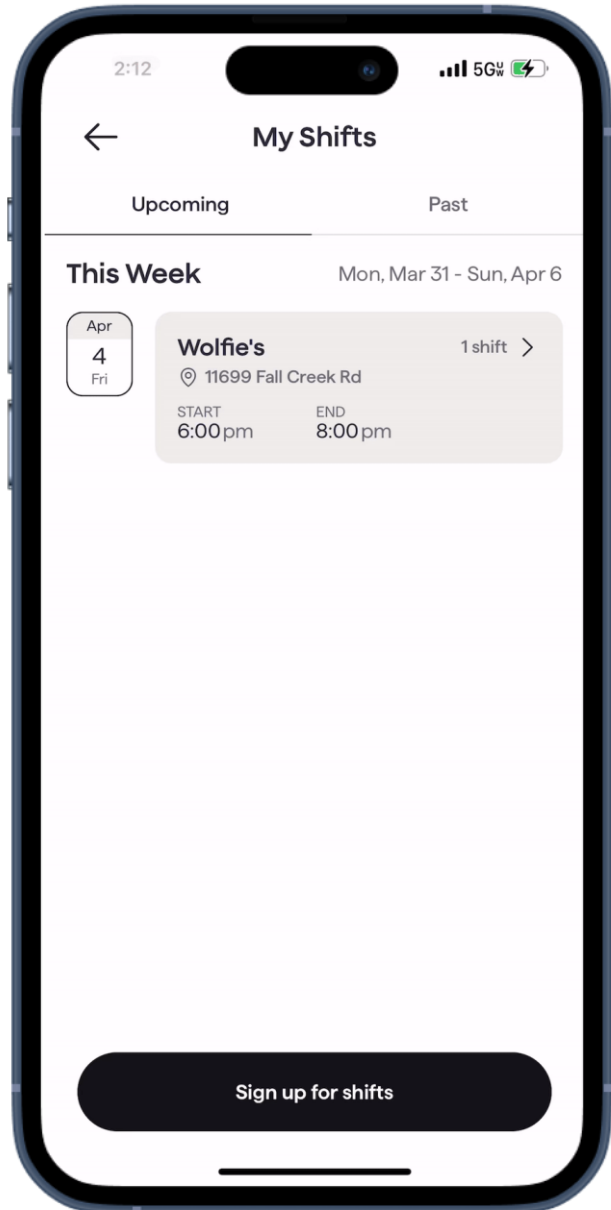
\$30.00



Tap to Pay on iPhone

Manual card entry

STOREFRONTS



- ✓ We have more than the necessary number of storefront hours needed to reach our goal.
- ✓ Scouts/ Scouts Parents sign up for shifts in the App (no desktop version)
- ✓ Some of the stores we will have storefront shifts at currently for this year are:
 - King Soopers
 - Cabela's
 - Ace Hardware
 - Lowes
 - Sam's Club
- ✓ We have storefront shifts almost every weekend from August 23rd through October 18th. Ideally, we do not need to add additional storefronts for late October but if we need to we will do so at that time.
- ✓ If you would like weekday storefront shifts, please coordinate this request with Popcorn Kernal to add for you to sign up for.
- ✓ Shifts need to be signed up for by Monday evening for upcoming weekend. This is because any storefront shifts we have that do not have a Scout registered for at least one of the shifts are auto released.
- ✓ Storefront shifts that remain unclaimed by Wednesday evening will be released so other Packs can use the available hours rather than allowing those shifts to go unworked. If there is a shift you want, sign up early! Once unused shifts are released to other Packs, we may not be able to get them back.

STOREFRONT SHIFT SIGN-UPS

Storefront shifts open tonight at 8:00 PM.

Each shift is **2 hours** and allows **up to 2 Scouts**. Two Scouts per shift is intentional and is the recommended setup for a successful storefront.

Saturday and Sunday shifts are available most weekends through **October 18**.

If you sign up for a shift, you are committing to be there!

Avoid Gaps Between Shifts

Whenever possible, **sign up for the next consecutive shift** at a location.

Example: If **10 AM–12 PM** is filled, choose **12–2 PM** before choosing **2–4 PM**.

Our goal is to keep storefronts **continuously staffed with no unnecessary gaps**.

If you select a shift that leaves a gap before your shift, **you are responsible for picking up your inventory from the Andersons' house** since there will not be a previous shift available for an inventory handoff.

Storefront Details and Info

Inventory Pick-Up & Return

FIRST shift of the day: Pick up the inventory needed for that storefront.

LAST shift of the day: Return all remaining inventory.

Each Thursday, you will receive an email connecting the families working at your location that weekend so you can coordinate **inventory pickup, handoffs, and return.**

Cash Sales

- **DO NOT convert cash sales to credit during your storefront shift.**
- Pack Admin will complete the cash-to-credit conversion afterward.
- **Your Scout will still receive the appropriate sales credit and points from the conversion.**

Need to Drop a Shift?

- If you need to drop a shift **after Tuesday**, contact the **Popcorn Kernel BEFORE dropping it** if no other Scouts are scheduled at that location that day.
- This helps prevent us from accidentally losing the **entire storefront location for the day.**

Storefront Donations

Heroes & Helpers: Do **NOT** use Heroes & Helpers unless the customer specifically asks for it. This is because we make barely any commission or see any of this donation and often the person does not know they are doing this option and simply asked to donate to our Pack.

Cash Donations: Place all cash donations in the **separate donation envelope** provided in the storefront box.

Credit/App Donations: Customers can make electronic donations using the **QR code sign provided in each storefront box**.

How Donations Are Shared: Donations collected at a storefront are divided among the Scouts who worked that location that day **based on hours worked**.

More Hours = Larger Share: A Scout who works **4 hours receives a larger percentage** of the donations than a Scout who works 2 hours.

IMPORTANT: Keep donations separate from regular popcorn sales.

STOREFRONT BOX & SETUP

Each storefront has a Pack box that stays at the location throughout the day.

Inside the box: Starting inventory sheet, cash envelope, donation envelope, change envelope, phone-charging power supply, table sign, and supplies to attach/hang signage.

Families Provide: Please bring your own **table, chairs, and shade/canopy** for your shift.

Storefront Setup: Set up **close to and visible from the store entrance** so customers can easily see and approach you.

Do NOT: Set up far away from the entrance or in an area where customers can easily pass without seeing you.

Be Courteous: Stay close to the store while making sure you **do not block entrances, exits, sidewalks, or customer traffic**.

September Storefront Push!

We need everyone selling at storefronts the weekend of September 12–13!

This will help make up for the limited storefront availability over Labor Day weekend.

Between Saturday and Sunday, we currently have **17 storefront listings and 53 available shifts!** I will likely need to release some locations once we see where families sign up, but the goal is to give **everyone an opportunity to get out and sell.**

The weekends of **September 19–20 and September 26–27** are also heavily loaded with storefront opportunities.

Why sell early? The more locations and Scouts we have selling early in the season, the better our chances of reaching customers **before we start hearing, “Sorry, I already bought some!”**

The opportunity is HUGE: If we fill all of our available storefront shifts between now and September 27, we could potentially be **nearly 90% of the way to our Pack goal!**

SELL EARLY. SELL TOGETHER. GET AHEAD OF THE GOAL! ❧❧

Storefront Best Practices

Scouts must be in full Class A uniform at storefront!

Scouts must demonstrate all parts of the Scout Law while on Storefront Shifts!

Prep

- Enough popcorn to sell \$300 per hour.
- A fully charged phone with the Trail's End App.
- 6-foot table & banner/sign
- Envelope or Small box with small bills.
- Scout should use the restroom before shift.
- Place products highest to lowest.
- NEVER put prices on table.

Scout Role

- Wear your uniform.
- Stand in front of the table.
- Smile & walk up to everyone.
- Look the customer in the eye and give your pitch.
- Guide them to the table to pick their products.
- It helps to memorize the prices!
- Let your parent handle the money so you can get more customers.

Parent Role

- Encourage your Scout to keep asking. "No's" happen, that's okay!
- Handle table and products setup.
- Stand and thank everyone!
- Share what your Scout will get with the consumers' support.
- Enter orders so your Scout can get more customers.
- Submit all donations in App.

Scout Sales Pitch

Remember! You are not selling popcorn!
You are selling the Scouting Experience and Adventure.

The easiest way to explain it to a customer is that
they are supporting you and our Pack with a donation
and in return we give them a thank you gift!

“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!”

Scout Sales Pitch

Important!

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."



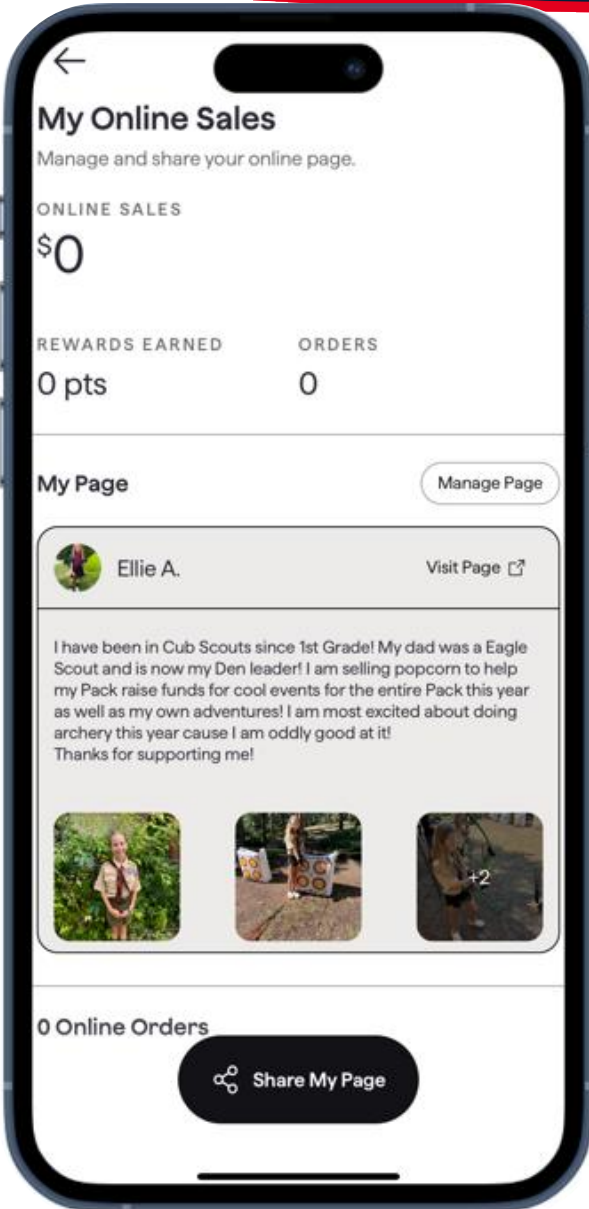
Trail's End.

Wagon Sales

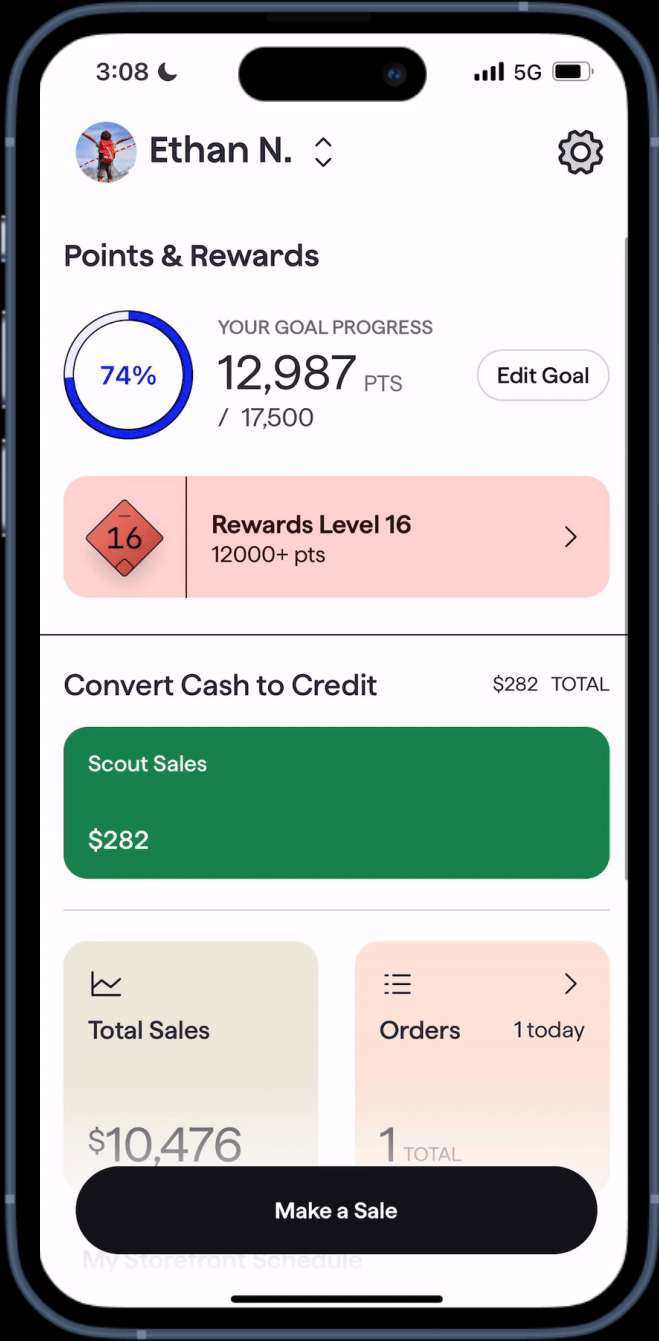
Wagon Sale Inventory Requests

- To request inventory for **wagon sales**, email **admin@littletonpack444.com** by the **end of the day Monday** with the quantity of each product you need.
- Requested inventory will be brought to the **weekly Pack meeting** for pickup.
- Scout families are responsible for all inventory issued to them.** Please only request what you realistically expect to sell.
- Any **unsold inventory must be returned promptly** so it can be used for other sales opportunities.
- October 1st is the deadline for wagon inventory.** No additional wagon sale inventory will be issued after October 1st, and **all unsold wagon inventory must be returned by this date.**
- The Pack may request unsold inventory back **at any time** if it is needed to keep storefronts stocked. This typically occurs later in the sale when inventory is limited or we are getting close to our Pack sales goal.

TRAIL'S END ONLINE- Your Scouts Personal Selling Page!



- ✓ **Make it personal!** Your Scout's online page highlights **their story and Scouting experience**, giving supporters a personal reason to help them reach their goal.
- ✓ **Share with your network!** Easily send your Scout's page to **family, friends, neighbors, coworkers, and other supporters.**
- ✓ **Can't make it to storefronts?** We understand storefront selling doesn't work for every family. A personalized Scout page provides a **quick and easy way to participate and reach your sales goal from anywhere.**
- ✓ **Share it on social media** and let your network do the rest! Products are **shipped directly to the customer**, so there's nothing for you to deliver.
- ✓ **Track online sales anytime** directly through the Trail's End app.
- ✓ **NEW THIS YEAR:** All online orders ship for a **flat rate of just \$5.99 per order!**



3:08

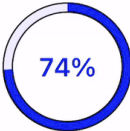
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Ethan N.



Points & Rewards



YOUR GOAL PROGRESS

12,987 PTS
/ 17,500

Edit Goal



Rewards Level 16
12000+ pts



Convert Cash to Credit

\$282 TOTAL

Scout Sales

\$282



Total Sales

\$10,476



Orders

1 today

1 TOTAL

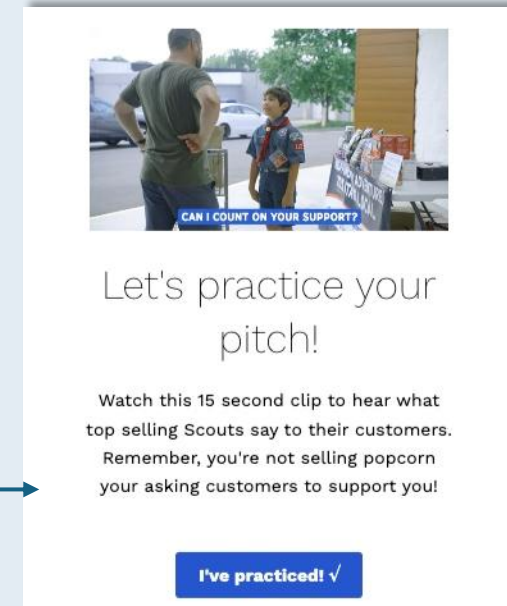
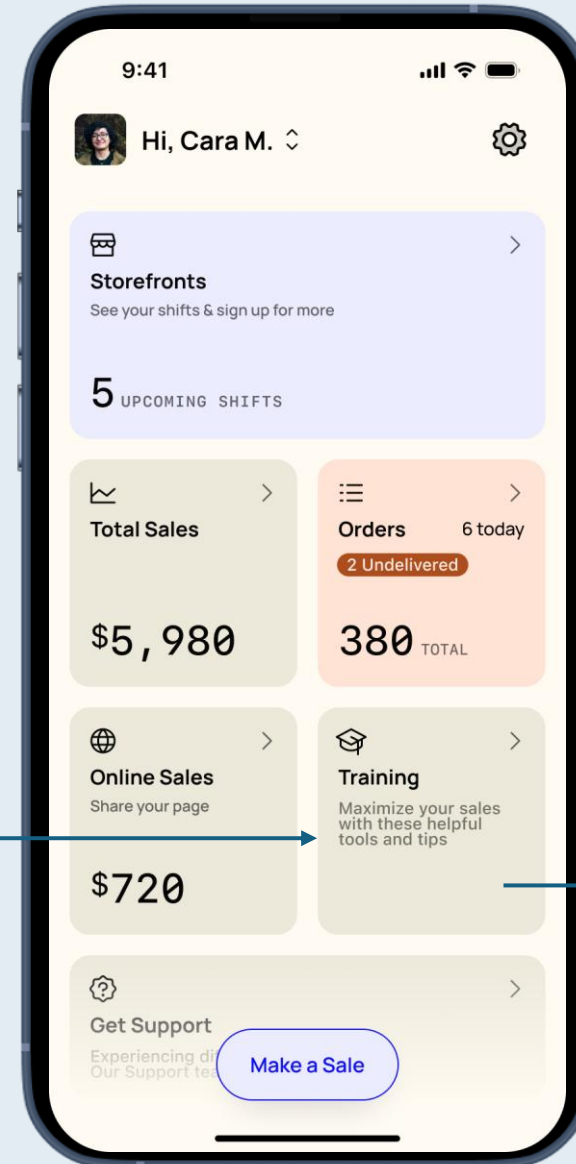
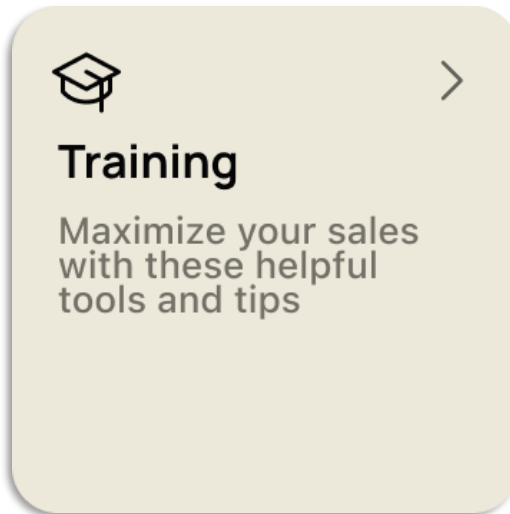
Make a Sale

My Storefront Schedule

Trail's End App- Training

Still feeling unsure?

The Trail's End app has an entire **Training section** you can use to learn the ins and outs and feel more confident getting started!



Trail's End App-Scout Rewards

- ✓ Easily claim rewards to access more gift card options
- ✓ See details on the points you have earned
- ✓ Access your claim history

EARN 4X WITH CREDIT

4 POINTS PER \$1 CREDIT & ONLINE SALES

1 POINT PER \$1 CASH SALES

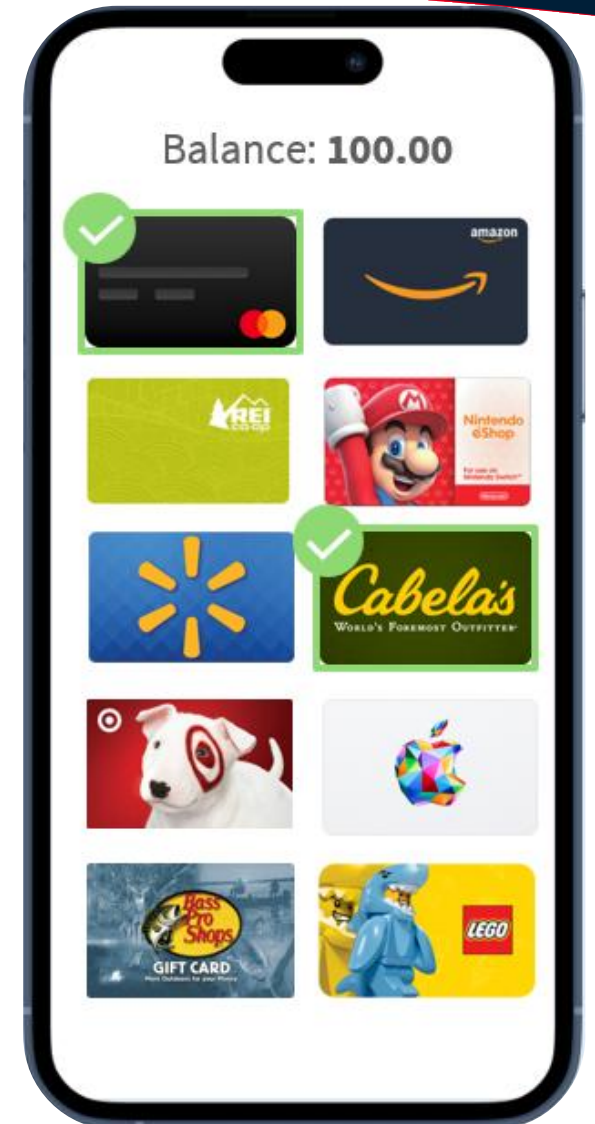
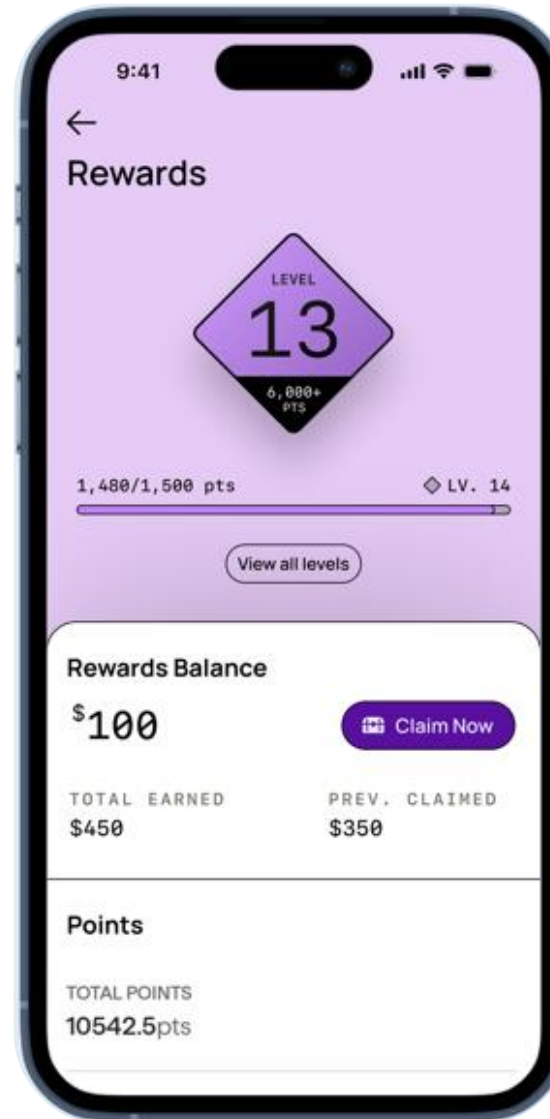
+3 BONUS POINTS PER \$1 FOR CASH TO CREDIT[®]

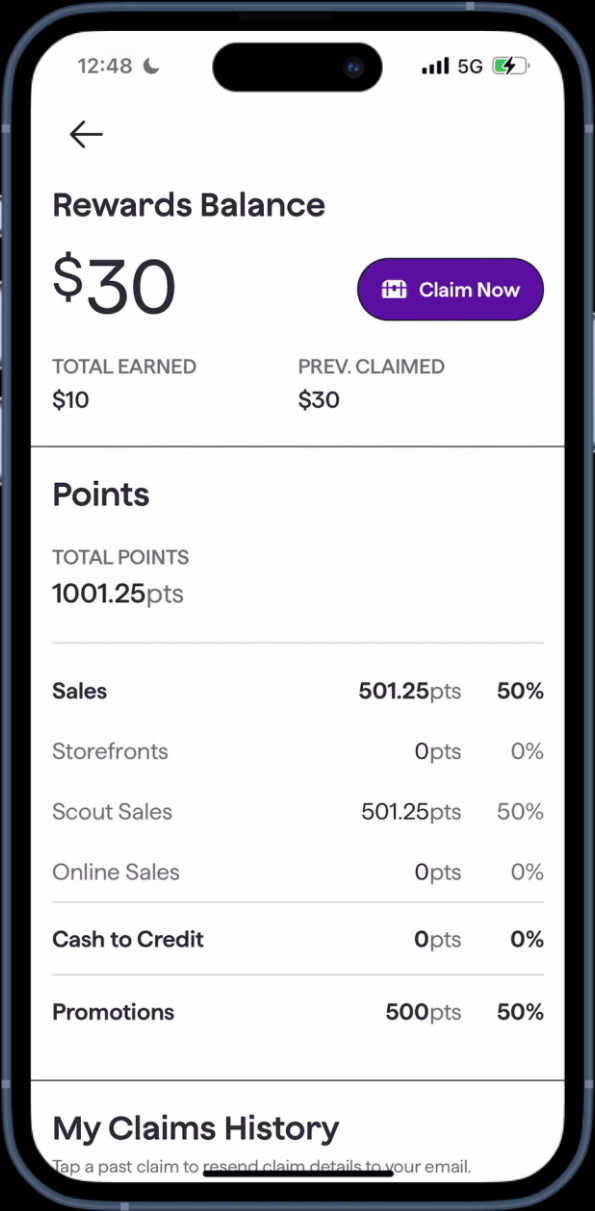
PLUS

1 bonus point per \$1 for Heroes And Helpers[®]
Earn ADDITIONAL bonus points for achieving sales levels below

NEW

Earn points on sales between levels!
With 100% credit sales, Scouts claim when ready!
Each point = \$0.01 in gift cards; minimum of \$600 in sales is required for Rewards claiming to begin.





Key Dates

DATE	MILESTONE
Tuesday, August 18	 Popcorn Kickoff & Online Sales Begin
Sunday, August 23	 Storefront Sales Begin
September 12–13	 ALL-HANDS STOREFRONT SPRINT WEEKEND
Tuesday, October 6	 OUR GOAL: CROSS THE FINISH LINE!
Monday, October 12	 Popcorn Returns Due

Scouts! You ready for the really fun stuff now?

Greater Colorado Council Bonus Prizes-2026



This Year's Theme

This year's sale launches Scouts into Super Popcorn Galaxy—a popcorn-powered adventure across stars, coins, and new worlds! As Scouts reach sales milestones, they'll unlock rewards, power up their progress, and discover new levels throughout the sale. Collect coins, grab a Super Star, and let's power up another incredible year of Scouting!

This year Scouts can earn fun themed prizes for selling popcorn!

\$300 Needoh

\$600 SuperMushroom Light

\$1,000 Partner Organization Experience*

**More details to follow in August*



BINGO CARDS ARE BACK!

But not ready yet!

Bingo Cards will be available at our Open House night next Tuesday!

This year we will do things a little different!
Your adult partner must initial the boxes once completed.

The first time you get a BINGO you can get an extra small prize at our Popcorn Weekly Check-in.

You only get a prize for your first BINGO after that its BLACKOUT ONLY!



Once you complete a black out you can get a new card.

Popcorn Sale BINGO!

Sold to a grandparent or aunt/uncle	Asked a Teacher	Make 3 Wagon Sales	Collected 3 Helpers and Hero's Donation	Setup an online account
Hit \$1000 in Sales	Sold at non storefront event	Someone says "I didnt know girls could be in boy scouts"	Said, "Thank You" to 10 customer in one shift	Cheese Lover- sold both white cheddar and microwave butter popcorn in same sale
Stumbled through a tough sale but still closed it	Didn't eat any of your popcorn goods while selling	FREE SPACE	Told "I don't have any cash" 5 times	Asked a Neighbor
Told "no" 10 times	Had 1 person ask about Chocolate Pretzels	2 Storefront shift	Lost the price sheet at storefront booth	Told "no" 3 times in a row
Had to use the bathroom more than 3 times in one shift	Encouraged Fellow Scout to keep trying	Bought yourself your favorite flavor!	Sold in different state	Make 5 Online Sale

myfreebingocards.com

RACE TO THE FINISH-

The Pack 444 175

This year, Pack 444 is racing to the finish line!

If we work 175 storefront hours we will hit our goal so this year our Pack theme is the Pack 444 175!

It's a SPRINT, not a marathon!

If we all give our best effort over the next 6 weeks, our goal is to **cross the finish line by October 6th!**

Let's work hard, **knock out our fundraising early**, and get back to focusing on all the fun Scouting adventures ahead!

Beginning **September 1st**, we'll hold our **Race Round-Up** — a quick all-Hands Pack meeting before Scouts split into Dens.

Each week, Scouts will **move their race cars along the track** based on their sales progress and **earn prizes as they reach new tiers!**

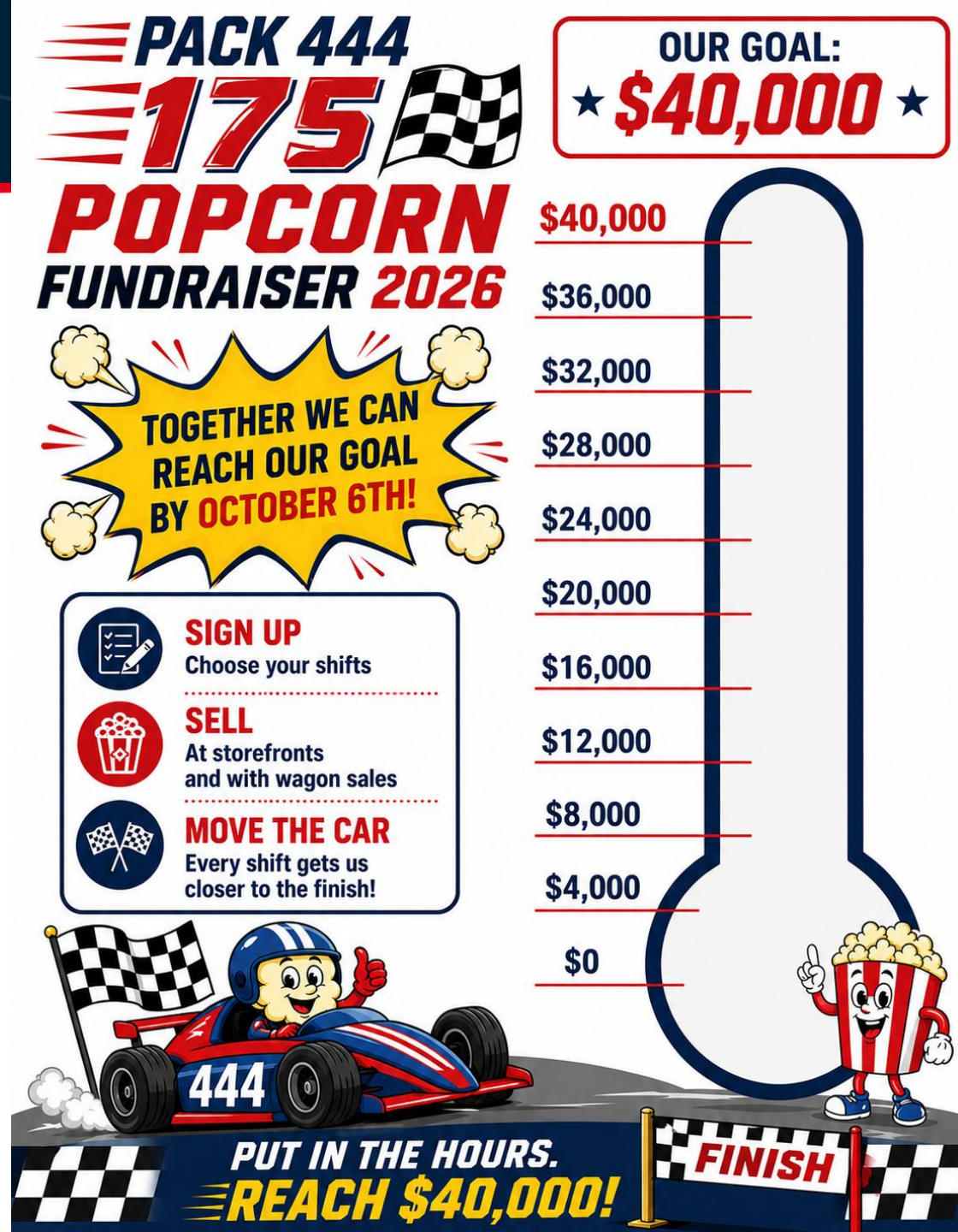
Everyone starts at the starting line — don't be the last car off the line!

Dens are racing too!

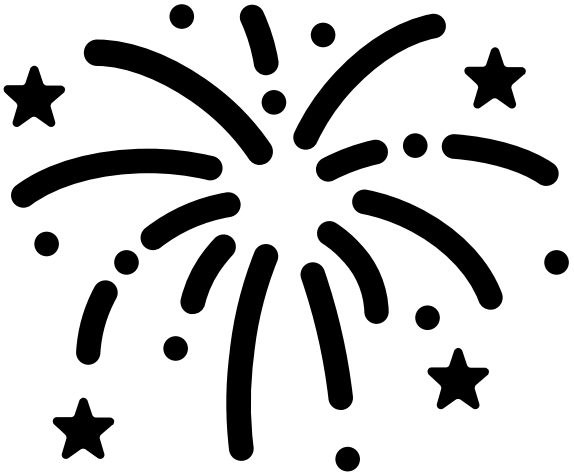
Each Den will have its own race car, and the **first Den to reach its Den sales goal and cross the finish line** will earn a special **Den prize/activity!**

Den Sales goals will vary based off the number of Scouts CURRENTLY in the Den.

 **START FAST. SELL STRONG. RACE TO THE FINISH!**



End of Sales Celebration and Top Seller Awards!



- After last years success we are returning with giving the Scouts a bit more say in how we celebrate our success at the end! The top 15 sellers will get to vote on what they would like to do for our End of Sales Celebration.
- The top 15 sellers will get to choose from 5 different options that the Pack Leadership will come up with. Whatever choice gets the most votes is what we will do to celebrate this year!

Resources

Our website has an entire page dedicated to Popcorn Sales and has a lot of good tools and information that you may need.

Look at both the Popcorn Page and the Resources Page- Under Popcorn Tools

**Resource Page will be updated with the latest information and documents after tonight meeting.

Great Colorado District also has an easy to navigate webpage where you can find a lot of resources and documents

<https://scoutingcolorado.info/parent-resources/popcorn>

Popcorn Tools	
Pack 444 Specific Documents	
Storefront Information Packet	
Popcorn Kick Off Presentation	
How To Register In Trails End App	
Storefront Quick Reference Guide	
Trails End Documents	
Trails End Scout Pitch	
Trails End Product Menu (2025)	
Trails End Scout Rewards	



Who's Ready to work?

Thank You!