

# What's Poppin' #6 - Final Sales Strategies

To All Kernels and Co-Kernels,

It is hard to believe that we are already close to the end of our Popcorn Campaign for 2022! What an incredible season it has been! Thanks to ALL of YOU for making it happen!!

As we wind down our official last weekend of Popcorn Sales, here are a few tips if you still have a little popcorn to sell.

## FINAL SALES IDEAS

- Think outside the box and consider selling at a Halloween celebration, church festival, Street Fair, another store in the area or Farmer's Market. Make sure to get permission first!!
- A parent in the unit that did not participate in selling popcorn, Ask them to buy a bag. It all supports their unit!!
- Take up a small collection or use unit funds to buy some of your popcorn and give to a needy cause in your area.
- Try one more wagon sale in a part of the neighborhood that you have not tried yet.

Let's finish this weekend real strong!!

## FINAL RETURNS

- ALL returns need to be at the Council office by the close of business on Monday, October 31 by 5 pm
- We are offering a Saturday, October 29 return option at the Council office from 9-11 am
- Partial cases are allowed to be returned.
- All items **must** be in resellable condition
- Gift Boxes and individual Microwave boxes must be factory sealed and complete. If you opened it, you bought it.
- Only 10% of your total order is allowed to be returned (yes, we are checking)
- If you have already maxed out your 10% return for this month, you may not return again

It is better to sell than return!

## FINAL ORDER

- Final Orders are due in Trails-End by the close of business on November 1, 2022
- ALL, ALL, ALL, ALL, ALL units need to place a final order, even if it is zero.
- Final Orders should include any needed last minute popcorn and all Military Donations recorded in your APP. If you did not use the APP, we still need any Military Donations to be placed on your Final Order.
- Please heed the warning messages of a popcorn inventory imbalance. **Your invoice needs to be GREATER TO or EQUAL TO your APP Sales.**
- If your APP sales are greater than your invoice, you need to order more popcorn (not donations)
- I am trying to identify those units that have issues now and to resolve by Nov 1
- The prizes for the Scouts will not be released if your account is not in balance.
- Orders that are not in balance with the account will be adjusted.
- ALL Chocolate product needs to be ordered via Direct Online with Trails-End. We will not have chocolate product in San Diego.

## PATCHES

- This year's patches are in! Place your order NOW. Will be available for pickup after November 1.
- MUST PRE-ORDER to get the patches!!
- Patches are free to those that sold popcorn.

## FINAL PAYMENTS

- Please hold off on making final payments until AFTER November 4 when all the transactions are complete
- More info on Final Payments coming out later this week!!

Let's finish the year on high note! The Party Planning is beginning for the Top 50 Scout Sellers. More info on that coming in November. Time to CELEBRATE our SUCCESS!!!!

Thanks  
Deb Oberg  
Council Popcorn Kernel