



## AUGUST

**Council Kick-Off Meeting** – The Council Popcorn Chair hosts a meeting with all the District Popcorn Chairs and other volunteers who will be involved in the sale to review the campaign.

**Council Popcorn Meeting** – The Council Popcorn Chair hosts a meeting with all the District Popcorn Chairs and other volunteers who will be involved in the sale to review the campaign.

**School Nights** – New parents and Scouts are informed about the popcorn sale and are given invitations to attend the Popcorn Extravaganza in September.

## SEPTEMBER

**7<sup>th</sup> - District Popcorn Kick-Off at Roundtable** – A review of the sale, products that will be sold, timeline, and sales training is conducted prior to Roundtable. Dinner is provided to all who attend. Details of the sale are reviewed using the Unit Popcorn Chair Leader's guide.

**Unit Kick-Off Meetings** – This is where the Pack or Troop reviews the sale with their parents and Scouts. Goals are reviewed and dates for Show-N-Sell or Blitz Days are announced. A review of the product, prizes, and commission is key.

**12<sup>th</sup> - Show-N-Sell Orders Due** – Units place their Show-N-Sell order to the council.

**23<sup>rd</sup> – 24<sup>th</sup> - Blitz Weekend One** – Every Scout who sells popcorn on this special weekend will earn a special popcorn patch. This is the first patch of a two piece set. The second patch is earned by selling popcorn on the second Blitz Weekend.

**Show-N-Sell** – This is where a Pack or Troop makes an order of popcorn to sell in front of a local store or location where a lot of people are. The popcorn inventory is right there for people to purchase.

**21<sup>st</sup> - Show –N-Sell Distribution** – Units pick up their Show-N-Sell orders.

**Take Order** – This is when Scouts go door to door in their neighborhood or parents take an order form to work. Customers place their order and receive their popcorn several weeks later.

## OCTOBER

**21<sup>st</sup> - 22<sup>nd</sup> - Blitz Weekend Two** – Every Scout who sells popcorn on this special weekend will earn a special popcorn patch. This is the second patch of a two piece set. Finish the popcorn sale strong.

## NOVEMBER

**7<sup>th</sup> - Sale Ends-Take Orders Due/Championship Forms Due** – The sale ends when Take Orders are due to the council office. The council then places the final order for popcorn and it is delivered within 10 days.

**16<sup>th</sup> - Take Order Distribution** – Popcorn orders from the Take Order campaign are delivered and distributed to units.

## DECEMBER

**1<sup>st</sup> - Payment Due** – Payment for all popcorn is due to the Chattahoochee Council.

**1<sup>st</sup> - Prize Orders Due** – All prize orders are due and will be delivered upon final payment for popcorn.