

A background image of four children in a forest setting. A girl with long blonde hair is on the left, looking down. A boy with curly hair is in the center, holding a magnifying glass. Another boy is on the right, looking down. A fourth child is partially visible in the background. The image is darkened with a semi-transparent overlay.

2022 POPCORN KICKOFF!

**The Great Smoky Mountain Council,
serving 21 counties in East
Tennessee**

Trail's End



WORD OF THE SALE: **POSITIVITY!**

[POZ-I-TIV-I-TEE]

The state or character of being positive: a positivity that accepts the world as it is. Something positive.



**Become
Decisions Makers**



**Learn Money
Management**



**Become
Goal Setters**



**Develop
Business Ethics**



**Become Future
Entrepreneurs**



**Learn People
Skills**

WHY POPCORN?

FUNDRAISING WITH POPCORN HELPS YOU

BENEFITS:

- Personal growth program that can be applied to advancement opportunities and service projects.
- Earn Amazon.com Gift Cards
 - Millions of prize choices.
 - Buy prizes you want.

LEARNING EXPERIENCE:

- How to help others around them.
- Public speaking and math skills.
- Salesmanship and perseverance.
- How to earn their own way.
- The value of hard work.
- To be part of something bigger.

Why Popcorn?



FUNDING YOUR ADVENTURE!

- Trail's End Rewards
- Camp Fees
- Youth Leadership Training (such as Rayado & NYLT)
- National Jamboree
- Uniforms
- Patches & Awards
- Annual Dues
- Pinewood Derby
- Blue & Gold

- Unit Adventures
- Campouts
- Unit Supplies
- Unit Equipment
- Camp Upkeep

The popcorn fundraiser has also helped to fund Eagle and other service projects in the community!

[#PoweredByPopcorn](#)

A person wearing a multi-colored striped t-shirt is sitting in a black camping chair. They are holding binoculars to their eyes and looking upwards with a smile. To their left is a red and black backpack. The background is a blurred outdoor setting. The image has a dark overlay with a red vertical line on the left side.

A SUCCESSFUL SALE

Trail's End

A Successful Sale

TIPS & TRAINING

CREATE AN ENGAGING & ENERGETIC PITCH FOR THE SALE!

- Practice your sales presentation.
- Introduce yourself (first name only) and where you are from.

"Hi sir, my name is Brian and I am from (local unit)."

- Let people know what you are doing.

"I'm earning my way to Summer Camp."

- Close the sale.

"Can I count on your support?"

- Credit card sales are best for the Unit. Tell your customers

"We prefer credit/debit."

MORE EXAMPLES:

"Hi, My name is Savannah with (local unit). I am helping my Council raise money for camp scholarships as well as earning my own way to summer camp. Can I count on your support?"

"Hi, my name is Alex with (local unit). I am fundraising for my Eagle Project as well as earning my way to summer camp in Switzerland. Can I count on your support?"

Remember, Be polite and always say "Thank You", even if the customer does not buy.

A Successful Sale



MORE TIPS & TRAINING

MORE WAYS TO GET THE MOST FROM YOUR SALE!

- Practice your sales presentation.
- Always wear your field uniform.
- Never sell alone or enter anyone's home.
- Always walk on the sidewalk and/or driveway.
- Have mom and/or dad take the Trail's End App or order form to work.
- Remember, 2 out of 3 people will buy when asked at their door.
- Set a GOAL!
- Plan out how many sales you will need to reach your sales goal. Determine whom you will ask to help you reach your goal.

Share what you're doing and how you're helping others through the program!

A photograph of two young children hiking through a forest. The child in the foreground is wearing a blue and white striped shirt and has their arms raised in excitement. The child in the background is also wearing a striped shirt and is walking on a rocky path. The forest is lush with green trees and foliage.

WAYS TO SELL!

Trail's End

Ways to Sell



ONLINE DIRECT

Online Direct sales are easier than ever for you to sell virtually to friends and family and face-to-face with the new functionality to record an Online Direct order in the app. The product ships to the customer, and it's the SAFEST fundraising option for a unit.

WAGON SALES

Take Order

Collect orders in the app and deliver on hand product or mark product as "undelivered" to be delivered at a later date. This can be taken through neighborhoods, to parents' coworkers, friends, and family.

WAGON SALES

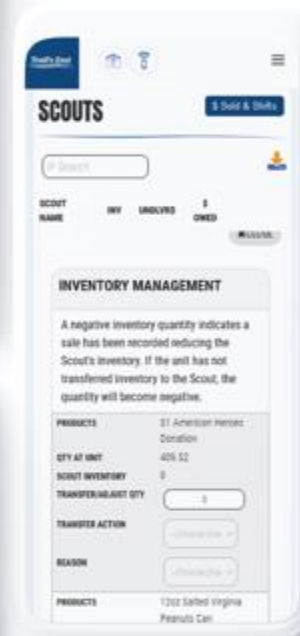
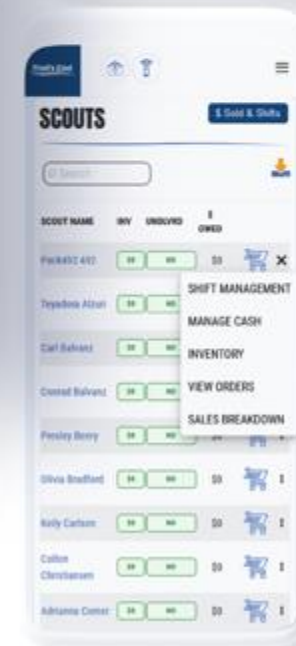
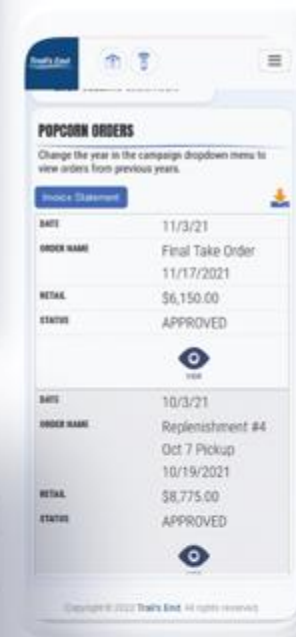
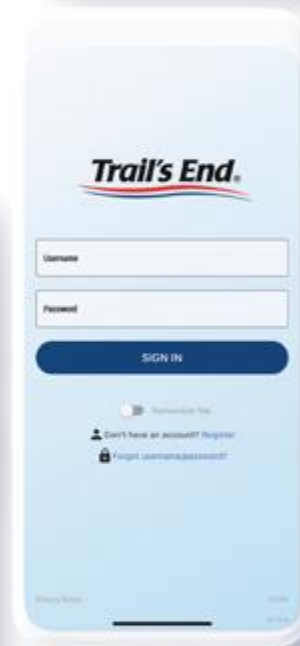
Door to Door with Product

You are bringing product door-to-door to customer residences to ask for support. This method is preferred for neighborhoods close to home.

STOREFRONT SALES

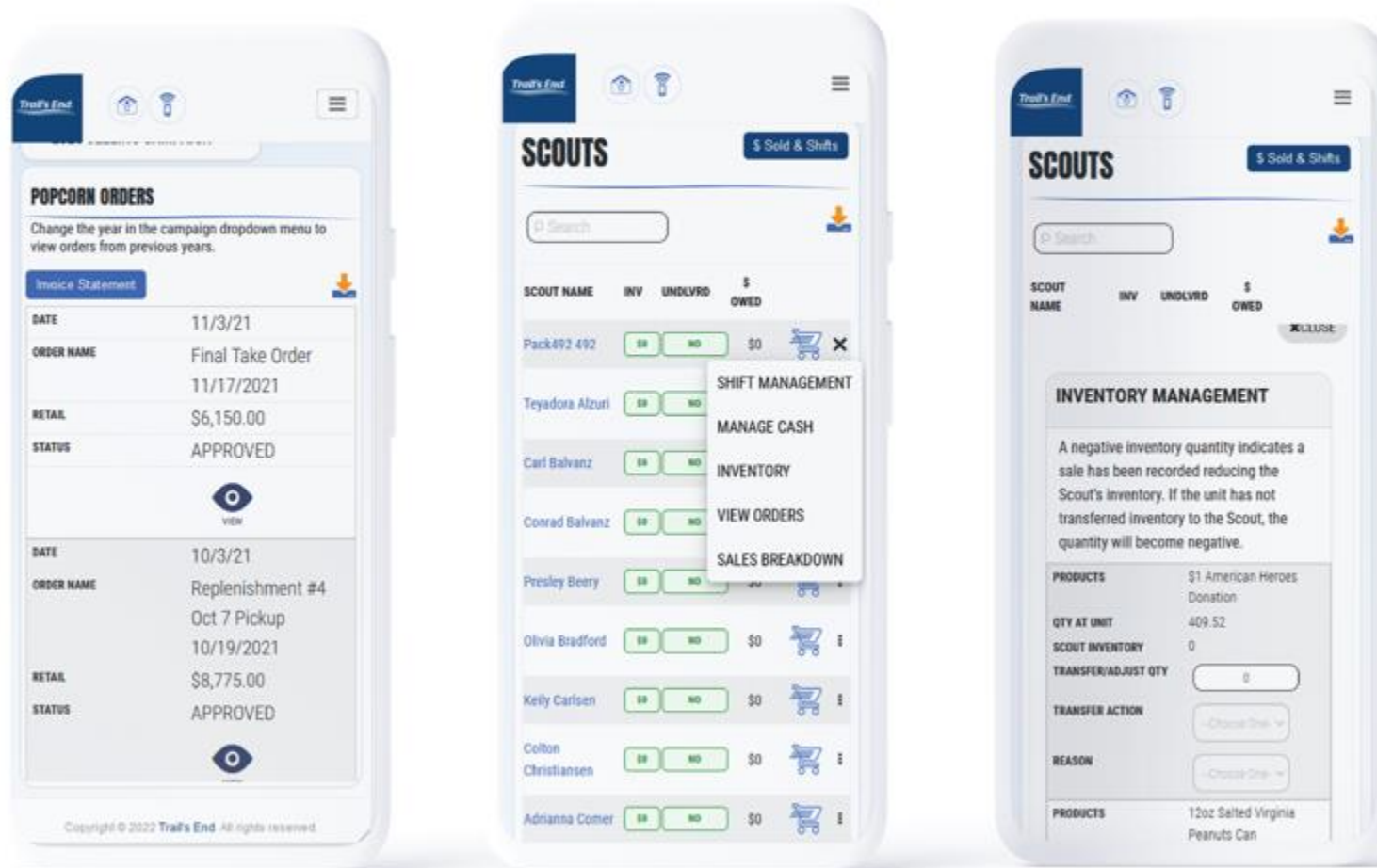
Involves coordinating booths in high foot traffic locations throughout your community. Begin the reservation process early (we suggest starting in May) to reserve the best locations. It is best practice to have ONE child and ONE parent at each shift to cover more shifts during the course of the sale.

2022 TRAIL'S END TECHNOLOGY



- The Unit Leader Portal is now mobile friendly where Units can access the portal while at a storefront or on the go.
- Units can manage their entire sale from their phone.

Unit Leader Portal



All functionality built for mobile.

2022 Sale Commitment



If you haven't already registered your unit to sell this fall, scan the following QR Code to sign your unit up in Unit Commitment Tracker:



Register your unit under you or on behalf of someone else. You must know your district and your unit number.



SCOUTS

LEADERS

SHOP

SIGN IN

REGISTER

Unit Commitment

Who is registering?

Register as myself

Register on behalf of another leader



SCOUTS

LEADERS

SHOP

SIGN IN

REGISTER

Unit Commitment



Unit Information



User Information



Confirmation

Select Your Unit

Select Council *

Great Smoky Mountain Council



Select District *



Select Unit *



CONTINUE

www.trails-end.com

Trail's End®

SCOUTS

LEADERS

SHOP

DASHBOARD

SIGN OUT

The Scouting Fundraiser

— Over 73% Supports Our Local Scouts* —



Are you a Scout Supporter?

Find a Scout to shop for.

SEARCH



Are You a Scout?

The fastest way to fund your entire Scouting year.

EXPLORE



Are You a Leader?

The easiest way for your unit to fundraise.

LEARN MORE

LEADER

GOAL PROGRESS



SET A GOAL!

\$0 

\$0

KEEP ON PUSHIN!
YOUR UNIT HAS MET THEIR GOAL

Set a Goal

Click the pencil icon to set your unit's goal.

How much popcorn does your unit need to sell to raise enough funds to cover your Ideal Year of Scouting?

Next

2022 SELLING CAMPAIGN ▼

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

TOTAL APP SALES: \$0

TOTAL SALES: \$0

STOREFRONT SHIFTS CLAIMED

(N/A)

TOTAL: N/A

(N/A)

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A


Set Up Your Unit Info

From the collapsible side menu, click Unit Info to:


- Invite Team Members
- Manage the Scout Roster
- Edit Storefront Settings
- Set Up Unit to Receive Payments


TOTAL APP SALES: \$0


TOTAL SALES: \$0




▼



 Dashboard

 Unit Info

 Training

 Storefront Management

Invite Your Scouts



READ-ONLY MODEORDER POPCORN

Hello, Susan! ▼

2022 SELLING CAMPAIGN ▼


GOAL PROGRESS

\$0

KEEP ON PUSHIN!

YOUR UNIT HAS MET THEIR GOAL

RANKINGS



CASH

\$0

(0%)

TOTAL APP SALES: \$0

APP CREDIT

\$0

(0%)

TOTAL SALES: \$0

ONLINE CREDIT

\$0

(0%)

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

← → ↺

trails-end.com/leaders/dashboard

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📧 Gmail

📺 YouTube

📍 Maps

Trail's End

Dashboard

Unit Info

Training

Storefront Management

Invite Your Scouts

LEADER

GOAL PR

\$0

KE

YOUR UNI

2022 SELLING CAMPAIGN

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

TOTAL APP SALES: \$0

TOTAL SALES: \$0

🏠 📶

SCOUTS

🔍 Search

📄

SCOUT NAME	STOREFRONT HRS	TOTAL SALES	TOTAL REWARDS POINTS	INVENTORY?	CASH OWED	SCOUT Y	
	0 / 0	0	0	NO	0	0	📄 🛒 >
	0 / 0	0	0	NO	0	0	📄 🛒 >
	0 / 0	0	0	NO	0	0	📄 🛒 >
	0 / 0	0	0	NO	0	0	📄 🛒 >
	0 / 0	0	0	NO	0	0	📄 🛒 >

Manage Your Scouts

On your main leader dashboard, scroll down to the Scouts section to access the following for each Scout in your unit:

• Record a Wagon Sale

• Shift Management

• Manage Cash

• Inventory

• View Orders

• Sales Breakdown

Next

Hello, Susan! ▾

2022 SELLING CAMPAIGN ▼

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A


UPCOMING 7-14 DAYS: N/A

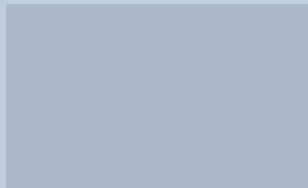
Review Training Materials


From the collapsible side menu, click Training to check out the Kernel Guide, Unit Kickoff PowerPoint, training videos, printable resources, and more!


TOTAL APP SALES: \$0


TOTAL SALES: \$0











Dashboard

Unit Info

Training


Storefront Management

Invite Your Scouts



LEADER D

GOAL PROG




\$0

KEEP O

YOUR UNIT HAS

RAN



You're All Set!

Completing these steps will ensure you start your fundraiser off on the right path!

- Set a Goal
- Set Up Unit Info
- Invite Your Scouts
- Manage Your Scouts
- Review Training Materials

For a more in depth walkthrough of the Trail's End system, we recommend registering for a webinar.

Register for Webinar

2022 SELLING CAMPAIGN

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

ONLINE

\$0

(0%)

ONLINE CREDIT

\$0

(0%)

TOTAL APP SALES: \$0

TOTAL SALES: \$0

Hello, Susan!



LEADER DASHBOARD

2022 SELLING CAMPAIGN ▾

GOAL PROGRESS



\$0

KEEP ON PUSHIN!
YOUR UNIT HAS MET THEIR GOAL

RANKINGS ⓘ

District #3 SALES	Council #26 SALES	National #18075 SALES
----------------------	----------------------	--------------------------

TOTAL SALES

STOREFRONT
\$0
(0%)
WAGON
\$0
(0%)
ONLINE
\$0
(0%)

PAYMENT TYPE

CASH
\$0
(0%)
APP CREDIT
\$0
(0%)
ONLINE CREDIT
\$0
(0%)

TOTAL APP SALES: \$0

TOTAL SALES: \$0

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

TOTAL SCOUTS

26

AVERAGE SALES PER SCOUT

\$0.00

NUMBER OF ORDERS

0



Dashboard



Unit Info



Training



Storefront Management



Storefront Reservations

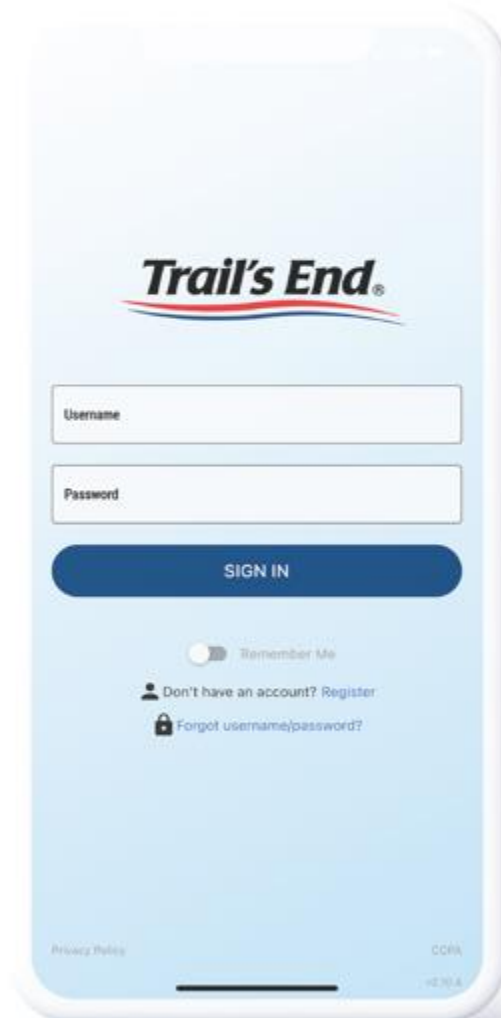


Popcorn

Popcorn Orders

Transfers & Returns

Trail's End App



AVAILABLE IN THE APPLE OR GOOGLE PLAY STORE

TEXT APP TO 62771 TO DOWNLOAD.

Required to Register:

- Council
- District
- Unit

1 Sign In or Register an Account

- Use your account from last year!
- If you need to change your unit, go to Settings from the side menu. Select "Change Unit."

2 Start Selling!

- Record ALL sales in the app - Online Direct, Storefront, Wagon/Take Order.

Multiple Kids?

- Each kid must have their own registered account, even siblings.
- The same email can be used for multiple accounts
- Toggle between accounts within the app by clicking the name dropdown at the bottom of the screen.

Trail's End App



ACCEPTING CREDIT CARDS

Everyone can accept debit and credit cards for free. While not required, Square readers are compatible and can be purchased at Amazon.com or most big box retailers.

Manual Entry (no reader)

Type in the customer's card information.

Magstripe Reader (Android)

Swipe reader plugs into headphone jack.

Lightning Reader (Apple)

Swipe reader plugs into lightning jack.

Bluetooth Reader


Wirelessly connects to a device via Bluetooth. Accepts EMV chip cards, Apple Pay, Google Pay, Samsung Pay, and NFC (contactless) cards.

When prompted, be sure to allow the app access to your device's microphone, location, and Bluetooth in order to accept debit and credit cards.



Trail's End Storefronts












Jared Shepherd

Pack 15
Timpanogos
Crossroads of the West Council

▼


-  Dashboard
-  Unit Info
-  Training
-  Storefront Management
-  Storefront Reservations

Invite Your Scouts




ORDER POPCORN

GOAL PROGRESS



SET A GOAL!

\$0 

\$0

KEEP ON PUSHIN!
YOUR UNIT HAS MET THEIR GOAL

TOTAL SCOUTS



Trail's End Storefront Scheduling

Trail's End



Trail's End has booked top retailers FOR YOU!
(Examples: Lowe's, Walmart, your largest grocery chains)

Your unit doesn't have to spend time booking stores

Trail's End has pre-loaded top selling Units and their stores into the system

Easily managed through Leader Portal & the App





2022 TRAINING & LIVE SUPPORT

Trail's End

Trail's End Webinars



- Registration site is open for training!
- New and existing unit kernels are encouraged to attend.
- First session launches on July 9.

Register at: <https://www.trails-end.com/webinars>

Trail's End Webinars



Webinars

Online Trainings To Make Your Fundraiser A Success

Attend the online Trail's End webinar trainings that helped units grow their fundraiser more than 11% in 2019!

NEW Unit Leader Training

Audience: NEW Unit Leaders



Open Office Hours

Audience: All Unit Leaders



RETURNING Unit Leader Training

Audience: RETURNING Unit Leaders



NEW Unit Leader Training

Join us for a detailed training of not only Trail's End technology but also hear directly from other Unit Leaders and Scouts themselves on best tips & tricks for this year's sale.

Audience: NEW Unit Leaders

DATE	DAY OF WEEK	TIME ET	
2022-07-09	Saturday	01:00 PM	REGISTER
2022-07-13	Wednesday	06:30 PM	REGISTER
2022-07-23	Saturday	12:00 PM	REGISTER

Open Office Hours



Have a question or a few? Swing by our Trail's End Popcorn Community Facebook page every Wednesday starting Wednesday, July 27th at 7pm EST through Wednesday, November 9th at 7pm and we'll be LIVE to help answer any questions that come through.

Open office hours are in addition to the Customer Support email + Social Media platform support outlets provided.

2022 Incentives and Prizes

Trail's End



OFFICIALLY LICENSED

Great Smoky Mountain Council



KELLER MARKETING
A Division of General Commercial Corp.
888-351-8000

\$825
LEVEL 7

\$575
LEVEL 6

\$425
LEVEL 5

\$325
LEVEL 4

\$225
LEVEL 3

\$125
LEVEL 2

LEVEL 1

28 - HEXBUG VEX Ambush Striker
29 - 126-piece Tool Set
30 - Zing Bow w/ 4 Arrows Assorted Colors
31 - 2-Person Waterproof Tent
32 - Grab Bag G

23 - 5pc Stainless Steel Mess Kit
24 - Zing Firetek Rocket
25 - Multi-Tool w/ Shovel & Ax
26 - Telescoping Fishing Pole w/ Reel
27 - Grab Bag F

18 - PlusPlus Saturn V Rocket
19 - 4" Wood Handle Knife w/ Case & BSA® Branding
20 - USB Rechargeable Headlamp w/ Motion Activation
21 - HEXBUG Nature Babies - Snow Leopard
22 - Grab Bag E

13 - Zing Air ZooperBall
14 - Micro Dome Terrarium
15 - Fred the Flytrap
16 - Rosewood Multi Tool w/ Case
17 - Indoor Sticky Baseball w/ BSA® Branding
18 - Grab Bag D

9 - Black Dry Bag - 5 liter
10 - Waboba Fly Pies 6" Silicone Flying Disc
11 - Knife/Fork/Spoon Combo w/ Bottle Opener
12 - Stuffed Animal w/ BSA® Branding

1 - Fire Starter
2 - Pop It Rocket
3 - Compass Thermometer Whistle
4 - Pop Up Phone Stand Holder (Phone not included)
5 - Survival Band w/ Fire Starter, Compass, & Whistle
6 - Cinch Backpack w/ BSA® Branding Assorted Colors
7 - Single Lock Blade Knife
8 - Color Changing Watch/Pedometer

0.1 - Popcorn Sale Patch
0.2 - Online Sale Pin
0.3 - Military Sale Pin
0.4 - Top Seller Pin
Sell over \$1,000

\$5,050
LEVEL 13

\$3,550
LEVEL 12

\$2,800
LEVEL 11

\$2,050
LEVEL 10

\$1,700
LEVEL 9

\$1,150
LEVEL 8

53 - LEGO Technic 4X4 Mercedes-Benz Zetros Trial Truck
54 - Carrera Evolution Supercars
55 - Leatherman® Surge
56 - \$150 Amazon Card

49 - Adventure Camp Package
50 - Dart Zone Pro MK 3
51 - LEGO Millennium Falcon
52 - \$125 Amazon Card

45 - Swiss Army CyberTool M
46 - HEXBUG Arena MAX w/ 2 Bots
47 - Coleman Sundome 4 Person Tent
48 - \$100 Amazon Card

41 - LEGO Ariel's Underwater Palace
42 - Skullcandy Indy Evo True Wireless Bluetooth Earbuds
43 - Foldable Drone
44 - \$75 Amazon Card

37 - North Face Groundwork Backpack
38 - HEXMODS Pro Series Elite
39 - LEGO Hogwarts Magical Trunk
40 - \$50 Amazon Card

33 - LEGO Speed Champions Aston Martin
34 - HEXBUG VEX RC Black Widow
35 - Rechargeable 3-in-1 Lantern w/ Wireless Speaker
36 - \$35 Amazon Card

Descriptions of Prizes available at www.kellerprizeprogram.com

Great Smoky Mountain Council
Council Code: 557GSMC
www.easttncscouts.org
For Sale Related Questions:
Council Office (865) 588-6514
For Prize Related Questions:
GCC/Keller Marketing (888) 351-8000

How to Select Your Prizes

- Sell any item and receive the Popcorn Sale Patch.
- Sell \$125 or more and receive a Popcorn Sale Patch AND any Level 2 Prize.
- Sell \$225 or more and receive a Popcorn Sale Patch AND a prize from the level you achieve, or select a combination of prizes from lower levels, as long as the total prize value does not exceed the Level Achieved.

Example: Sales of \$575 choose one prize from Level 6 ...OR... ONE prize from Level 4 AND ONE prize from Level 3, etc.

All prizes are subject to substitution and will be for an equal or greater value prize.

Full Name: _____ Pack/Troop#: _____ Total Sales: _____

Level:	Description	Quantity

2022 Incentives and Prizes



- Blitz Club: Sell \$400 or more during specified time and unit turns in form.
- Regal Movie Day: Sell \$150 or more earn 2 free tickets for movie day.
- Mystery House: Be first Scout to find a house between September 5-September 18 and choose a prize!
- Top Council and District Sellers: Top selling Scout in council receives \$250 Scout Shop card and Top selling Scouts in each district receives \$100 Scout Shop card.



2022 Great Smoky Mountain Council Popcorn Incentives

All Scouts that sell ANY amount of popcorn will earn this awesome #AdventureOn Patch!



Blitz Club – Earn a Camp Water Bottle!

All Scouts who sell at least \$400 during the first four weeks of the sale (Sept. 5 – Oct. 3) will receive a Camp Water Bottle for all their Scouting outings!

Regal Movie Day – Earn two tickets to the movies!

All Scouts who sell \$150 or more earn 2 free tickets to Regal Cinema's Pinnacle 18 theater on 1/21/2023. * Movie title TBD.



Mystery House – Find a Mystery House and earn a prize!

Houses in your community will be selected to have a winning certificate for the 2022 Mystery House! Find one of these houses between September 5 and September 18 to receive your certificate and redeem it at the Council Service Center and pick from our treasure chest of special prizes! Look for clues starting September 5, 2022!



Top Council & District Sellers

The top selling Scout in the council (1) will receive a \$250 Scout Shop gift card and the top selling Scout in each district (5) will receive a \$100 Scout Shop gift card. **The top selling Scout must sell a minimum of \$1,000 to qualify.



A photograph of three children and an adult climbing a rope. The adult, wearing a pink shirt and a helmet, is at the top of the rope. Two children, also wearing helmets, are below them, reaching up to grab the rope. The child on the left is smiling broadly. The child on the right is also smiling. The background is a clear blue sky. The image is overlaid with a dark grey semi-transparent layer, and a red vertical line is on the left side.

2022 EXTERNAL FACTORS ON THE POPCORN CAMPAIGN

Trail's End

Economic Factors

- The BSA National Council is implementing a licensing fee on all product sales.
- In 2022, popcorn companies are having to collect \$0.50 per container. This will result in an increase on the retail price of the product.
- This fee will be accessed on traditional sales and online sales.
- The fee will apply to physical items only; Heroes & Helpers / military donations are exempt.

Economic Factors

Product cost increases since January 2020:

Item	Increase % 01/2020 - 11/2021
Corn	54%
Oil	45%
Paper	36%
Film	30%
Corrugate	26%
Labor	25%

Economic Factors



- The opening price point of \$5 in 1980 equates to an opening price point of \$16.98 in 2021.
- An opening price point of \$15 on the 9oz Caramel Corn will raise your total sales.
- Real Council example in 2021 vs 2019 (app product sales):

	<u>2019</u>	<u>2021</u>
Caramel Corn price:	\$10	\$15
Sales per Scout:	\$598.03	\$715.33
Caramel Corn items Sold:	31,334	12,980
Total Items Sold:	137,613	103,377
Total Selling Scouts:	4,063	2,835
Caramel/Scout items Sold:	7.71	4.58
Items/Scout Sold:	33.87	36.46
AOV:	\$21.18	\$24.18



PRODUCTS

Trail's End

2022 Price Points



The Great Smoky Mountain Council has worked diligently to keep prices reasonable and have implemented the following products' retail price point up to account for the increased costs due to inflation as well as the \$0.50/container National Licensing Fee:

- Classic Caramel \$14 (Great chance to teach salesmanship to round up to \$15 with a Heroes and Helpers donation)
- Popping Corn \$15
- White Cheddar \$22
- Unbelievable Butter MW \$23 (Sell a package deal butter and White Cheddar for \$45)
- Sweet and Savory Kettle Corn \$25
- Salted Caramel Corn Tin \$30
- Chocolate Pretzels \$30
- Sweet & Savory Collection \$45 White Cheddar + Kettle)

Traditional Products

Trail's End

KETTLE CORN & WHITE CHEDDAR
GIFT BOX *New*
\$45



CHOCOLATEY PRETZELS
\$30



SALTED CARAMEL TIN
\$30 Over \$20 to local kids*



POPPING CORN
\$15



WHITE CHEDDAR
\$22



SWEET AND SALTY KETTLE CORN
\$25



12PK UNBELIEVABLE BUTTER
MICROWAVE
\$23



CARAMEL CORN
\$14



Trail's End



**SHOW YOUR SUPPORT
WITH A DONATION TO
HEROES AND HELPERS!**

Send a gift of popcorn to our first responders, troops at-home or overseas, veterans, military families, local food banks, and charitable organizations.

Donation Levels:

Custom
amount

Additional Online Products *

Trail's End

CAMPFIRE BLEND
K-CUPS



SALTED VIRGINIA
PEANUTS



HONEY ROASTED
PEANUTS



BEEF JERKEY



DARK CHOCOLATE
SALTED CARAMELS



FROSTED SNOWFLAKE
PRETZELS



PEPPERMINT
BARK



** Providing supply chain issues are minimized*

2022 Product Allergens



PRODUCT	ALLERGENS						OTHER	
	SOY	WHEAT/GLUTEN	MILK/DAIRY	PEANUTS	TREE NUTS	EGGS	VEGAN	KOSHER
Chocolatey Pretzels	C	C	C	X	X	X		YES
Salted Caramel Popcorn	C	X	C	X	X	X		YES
White Cheddar Popcorn	X	X	C	X	X	X		YES
Sweet & Salty Kettle Corn	X	X	C	X	X	X		YES
Blazin' Hot	X	X	C	X	X	X		YES
12pk Unb. Butter Microwave Popping Corn			C					YES
Caramel Corn	C	X	X	X	X	X	YES	YES
Beef Jerkey								
Dark Choc. Salted Caramels	C	X	C	X	X	C		YES
Honey Roasted Peanuts				C	X			
Peppermint Bark	C	X	C	X	X	X		
Frosted Snowflake Pretzels	C	C	C	X	X	X		

C - Product contains allergen

X - Product does NOT contain allergen, but is produced in a facility that handles Soy, Wheat, Milk, Peanuts, Tree Nuts, and Eggs



PLACING YOUR UNIT'S ORDERS TO THE COUNCIL

Trail's End

Ordering

Trail's End

START YOUR FUNDRAISER RIGHT NOW!

PLACING ORDERS

1. Login at www.trails-end.com.
Contact support@trails-end.com if you do not know your username and password.
2. Click the blue "Order Popcorn" button at the top of the dashboard once you login to the leader portal.
3. Ordering will only be available after Council enters the delivery site and opens ordering.
4. Click "Choose Delivery" and select site.
5. Enter quantities for each type in the Adjustment column or use "Auto Populate" button up top left to put in total \$ amount of order and it will divide out the order based on Council history
6. Click SUBMIT.
7. You will receive an email confirmation once Council approves the order.



A young boy with a backpack and a walking stick, looking down at something in his hands, with a woman and another child in the background.

2022 COUNCIL SALE SPECIFICS

Trail's End

2022 GSMC Dates



Regular Sale

SNS order deadline: August 26, 2022

SNS pick up: September 14 and 15 by reservation

Take Order submission deadline: October 25, 2022

Take Order pick up: November 10, 2022 by reservation

2022 GSMC Dates



Late Sale

SNS order deadline: September 26, 2022

SNS pick up: Tentatively October 18 by reservation

Blitz Club date: November 1st- Nov. 28.

Take Order submission deadline: December 1, 2022

Take Order pick up: December 15, 2022 by reservation

2022 Commissions



28% for units that sell \$1-\$3,999

30% for units that sell \$4,000-\$5,999

34% for units that sell \$6,000-\$9,999

36% for units that sell \$10,000+

30% for ALL online sales

Commissions drop after due date as publicized in leader guide.

Council Contact Info



Nathan Cunningham

- **865-686-2353 / Nathan.Cunningham@scouting.org**

Tracy Slice

- **865-566-0642 / Tracy.Slice@scouting.org**

A background image of four children in a forest. A girl with long blonde hair is on the left, looking down. A boy with curly hair is in the center, looking down. A boy with dark hair is on the right, looking down. A girl with dark hair is in the background, looking down. They are all wearing casual clothing and appear to be engaged in an outdoor activity.

HAVE QUESTIONS? GET ANSWERS.

[HTTPS://SUPPORT.TRAILS-END.COM/](https://support.trails-end.com/)

Visit the Support Portal of FAQs at support.trails-end.com

Get peer support 24/7 in the Trail's End Popcorn Community Group
www.facebook.com/groups/TEPopcornCommunity

Trail's End



THANK YOU

Trail's End