Date: October 17, 2023 at 5:30 PM



To: All W. D. Boyce Kernels

All - Our sale isn't done yet! We still have two more weekends for spectacular storefront selling stats and this weekend's weather looks ESPECIALLY NICE with sunny days and highs in the low to mid 60's.

Yay!! 🔆

Leading Units

Congratulations to our top five units in Total Recorded Sales (app plus online sales) in each district thus far:

| District | Unit | Total Sales | |
|------------|-------------|--------------------|--|
| Crossroads | Pack 3988 | \$62,588.00 | |
| Crossroads | Pack 4142 | \$21,085.00 | |
| Crossroads | Pack 3919 | \$19,563.89 | |
| Crossroads | Pack 3925 | \$19,460.75 | |
| Crossroads | Pack 3905 | \$18,105.00 | |
| | | | |
| Heartland | Pack 3488 | \$55,932.36 | |
| Heartland | Pack 3050 | \$22,650.39 | |
| Heartland | Pack 3452 | \$13,240.00 | |
| Heartland | Pack 3156 | \$12,748.00 | |
| Heartland | Pack 3074 | \$10,285.00 | |
| | | | |
| Lowaneu | Pack 4108 | \$18,191.00 | |
| Lowaneu | Pack 3326 | \$12,337.00 | |
| Lowaneu | Pack 3799 | \$11,067.00 | |
| Lowaneu | Pack 3709 | \$10,349.00 | |
| Lowaneu | Pack 3703 | \$6,794.74 | |
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| wotamaio | часк зихь | \$20,046.00 |
|----------|-----------|-------------|
| Wotamalo | Pack 3181 | \$19,048.00 |
| Wotamalo | Pack 3168 | \$18,492.63 |
| Wotamalo | Pack 3073 | \$18,238.01 |
| Wotamalo | Pack 3064 | \$14,849.45 |

And the October Blitz continues!! This is the time to book a few more shifts and sell off our remaining inventory. (And if you're short on inventory, reach out to other units on the council popcorn Facebook page to arrange a transfer!)

Looking for new storefront locations? There are a number of towns where RELATIVELY FEW (IF ANY) STOREFRONTS have been held. Don't let these towns be DEPRIVED OF POPCORN!! Consider taking your storefronts on the road to communities like Eureka, El Paso, Chenoa, Groveland, Princeville, Spring Valley, Roanoke, Washburn and Tremont! (Don't see a storefront in the system? When all else fails, set up your own by calling the local Casey's, grocery store or other convenience store!)

Getting Orders in the App

This is also the time to remind Scouts to enter orders they may have taken on paper into the app. Why? Because it ensures you have solid data SOONER to begin determining what you'll need to order for our final distribution on November 16. Our sale runs through the end of the month, and your final order is due on November 2, so I would suggest you set a deadline with your Scouts of getting all orders *into the app* no later than October 31.

Every Scout who enters their orders into the app means one less order form they'll be handing you!

Doing this sooner also allows more time for resolving any issues - such as hard-to-read handwriting, incomplete orders, ensuring good addresses for delivery, questions over which customers have already paid and which have not, etc.

Maximizing Commissions

This is also the time to be looking at your unit's total app sales - combined with your take orders - so that if you're close to either \$10, 20 or 30,000 in sales you can make a final push to get over that mark and achieve the next commission level:

\$10,000 in Sales - Add 2% to commission \$20,000 in Sales - Add 1% to commission \$30,000 in Sales - Add 1% to commission

Also, look back at your 2022 sales - all it takes to get another 2% in commission is to be **\$1** over your total for last year!

Last Day for Council Bonus Camp Incentive Credit: November 1

The last day for Scouts to earn credit towards the council bonus camp incentive will be November 1, which is the day before unit orders are due. As a reminder, this incentive works as follows:

Scouts BSA and AOL (5th grade)

• Sell \$2,500 or more: One week at 2024 ISR Scouts BSA Summer Camp or NYLT

Cub Scouts (K-4th grade)

- Sell \$1,250 or more: 2024 W. D. Boyce Council ISR Cub Resident Camp youth registration
- May *not* be applied to Cub Day Camp

This incentive is non-transferable between Scouts, may only be used within W. D. Boyce Council, BSA, and must be used in 2024 by a BSA-registered youth. These is no cash value alternative.

Note: There is NO deadline for Scouts to earn Trail's End Reward Points towards Amazon Gift Cards, as they may continue to sell online beyond the council order due date.

Avoiding Unhappy Returns

While we hope you will sell all of your remaining inventory, our return window will be open from **October 23 - November 1**. And we want that to be a good experience for you if you have product to return!!

As a reminder, these are the conditions under which we will be able to accept returns:

- Full, factory-sealed cases in good condition ONLY
- Up to 15% of your total ordered product's retail value:

Example:

Original order value \$6,000

Replenishment order value

\$3,500

TOTAL VALUE

\$9,500

15% of Total Value =

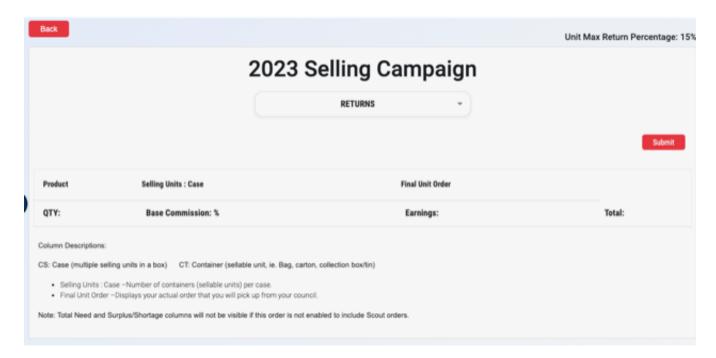
\$1,425 Maximum Return (in whole case quantities)

Initiating a return *after October 23* will be easy. To begin, you'll go to the Leader Dashboard and click "Popcorn Orders and Returns" then "Return Popcorn". You'll then be able to identify how many cases of popcorn you'll want to return UP TO THE 15% MAXIMUM - which the system will calculate for you.









Once you've successfully submitted the return, you can bring the cases to either Scout Service Center (Peoria or Bloomington) where we'll inspect the cases for any damage. Once we accept the return in the system, your account will be credited for the return.

Thanks again for all you do to make this a successful and rewarding fundraising opportunity for your Scouts!!

Charlie Zimmerman | Field Director

BOY SCOUTS OF AMERICA

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