

REFERENCE



Home Delivery

DEMAR Logistics, Inc. will deliver your pre-order and final popcorn order directly to an address of your choice for \$250 per delivery.

Submit the online form at
ThreeFiresCouncil.org/HomeDelivery

DeMar Logistics will contact the Unit Kernel with delivery dates and either morning or afternoon time window. If your unit is opting for home delivery, **submit the 'Home Delivery Request' form** to the Popcorn Team. **This MUST be turned in to the Council by 5 p.m. on August 10 for pre-order or November 5 for Final order home delivery.** Payment for both deliveries is due on Super Saturday with your popcorn payments. Without this form, we cannot guarantee your unit will receive home delivery.

For delivery dates see our Popcorn Timeline.

Submit the online form at
ThreeFiresCouncil.org/HomeDelivery

NOTE: We ask all of our units to remember that this is a community service project for DeMar Logistics, Inc. The delivery department normally moves household and office goods, and the true cost of delivery is much greater than the charge. We ask your unit to show its gratitude when your driver arrives, as DeMar Logistics is providing a great service for our Council in delivering over 20,000 cases of popcorn to 51 communities in four days.

Scouts Buy The Prizes They Want With An Amazon.com Gift Card!

Amazon.com gift cards are claimed on the rewards page within the Scout's account in the App and Trails-End.com when certain levels are reached and approved by a unit leader.

Benefits for Leaders

- **Save Time** by not collecting prize order forms from your Scouts.
- **Save Effort** by no longer distributing physical prizes.
- **Happier Scouts** because they get the prizes They want.

Benefits for Scouts

- **Higher prize value.**
- **Millions of prizes** to choose from on Amazon.com.
- **Prizes delivered** directly to your door, faster than ever before.

Ideal Year of Scouting

This is the program where a unit, with the help of its Scouts, plans the activities for the entire year, determines the amount of income needed to achieve that plan, and then organizes its popcorn sale as a means to reach that goal. Units will use this to motivate parents and Scouts to have a good sale to cover all of the expenses so they do not have to have multiple fundraisers, or ask the families for money throughout the year.

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Popcorn Pick-up

If you choose to pick-up your popcorn, you need to bring vehicle(s) large enough to hold all of the popcorn and at least two strong people, one to stay with the vehicle and one to enter the building to recount and sign for the product. The product will be presorted for you but you will need to load it into your vehicle. With limited space at the distribution points, orders will be packed in the order of the pick-up appointment times. **Please arrive at your given time.**

Popcorn Door Hanger!

Please use the door hanger when out selling and nobody answers the door. The template is online for you to create your personalized labels. This will allow the customer to contact you to place an order or to buy online! You will need name badge (5395) labels.

Money Collection

While selling popcorn:

- Do not leave popcorn with a customer until it is paid for.
- Do not carry large amounts of cash while delivering popcorn.
- Scouts are to count aloud when giving change, and should take their time.
- Customer checks should be made payable to your unit.

Throughout your sale: Credit cards can be accepted for all sales through the Trails End App. Set a deadline well before your payment is due to Council (Nov. 5). The Popcorn Parent Agreement form (available online) is a very useful tool when distributing the popcorn and collecting money from Scouts. Record each Scout's payment to you on your copy of the Den/Patrol Checklist. Payment for your total sale is due on Super Saturday (Nov. 5). The payment for the Pre-Order portion of your sale will be paid by one check made payable to Three Fires Council, BSA and dated November 5. The Final Payment, for the remainder of your sale (final order, transfers, delivery, etc.), must also be made on Super Saturday with a separate check dated Dec. 1.

This check will be held in the Council safe until we deposit it on December 1. Make sure the money collected is deposited to your unit's bank account immediately, so that the funds will be available when the Council deposits your checks.

How will my unit receive credit for credit card sales?

You will manage popcorn payments through the unit leader portal in the Trails End system. If you have a balance due to Council on your popcorn invoice statement, app credit card sales and unit commissions from online sales will be credited towards your unpaid balance. Once you have a \$0 balance due to Council, remaining funds can be requested for payout (bank information required). Requested funds will be transferred to your unit's bank account via ACH on the 14th and 28th of each month, or the following business day, depending on the date of your payout request.