

2025

HOT SAUCE SALE

Scouting  America
Three Fires Council

2025 HOT SAUCE SALE LEADER GUIDE

- INTRODUCING HOT SAUCE
- HOW TO SELL HOT SAUCE
- THE UNIT KICK OFF
- KEY DATES
- POLICIES & PROCEDURES
- SCOUT INCENTIVES
- FORMS

A SCOUT IS THRIFTY

2025 HOT SAUCE UNIT LEADER'S GUIDE



The Hot Sauce Sale

Hot Sauce, this new council fundraiser is designed to help units and their members earn their way to Cub Scout Day Camp, Cub, Webelos Overnight Camp, Scouts BSA Summer Camp, or High Adventure bases. Units participating in this program will earn a 30% commission for each \$15 bottle they sell.

The sale begins the week of April 12.

Example Earnings

Camp	Cost	# of Bottles to sell
Cub Scout Day Camp	\$195	39 Bottles
Cub Twilight Camp	\$125	25 Bottles
Webelos Overnight Camp	\$295	59 Bottles
Scouts BSA Summer Camp*	\$395	79 Bottles
High Adventure	\$1,600	267 Bottles
Troop Trailer	\$5,000	2,000 Bottles
Sleeping Bag	\$40	8 Bottles
Tent	\$150	60 Bottles

*Camping fees reflect early bird rates.

**Price is an approximation. Additional fees may apply.

Sales can be organized anytime of the year. Contact Donnie Helstern (donnie.helstern@scouting.org) to learn more.

**SCAN HERE TO
REGISTER ONLINE!**



Make THIS Your Best Sale Ever!

1. REGISTER YOUR UNIT!
2. These will begin early March. Please contact your District Executive and gather resources provided by Three Fires Council.
3. ESTABLISH A GOAL! How can you achieve any success without having the goal in mind? The Hot Sauce Sale works the same way! Have a unit goal and explain why you have this as a goal to your parents. Break your goal down to individual Scouts participating and give them a goal!

Example: $\$1,000 \div \$5.00 = 200$ bottles

4. HAVE A UNIT KICKOFF! Make it engaging for the Scouts and parents. Make it FUN! This is where you build excitement for your sale and encourage them and your entire unit to **sell all of the bottles received and hit your goal you set!**

Distribute the bottles and begin selling in multiple ways:

- Have all parents bring them to work and sell them to friends! Promote on social media as well.
- Store front sales are a great way to boost your efforts.
- Schedule a neighborhood door to door blitz day as a unit.
- Sporting events, charter organization events, and community events.



LEAD YOUR UNIT TO THE BEST YEAR OF SCOUTING

2025 HOT SAUCE UNIT LEADER'S GUIDE

Unit Sauce Boss Chair

Each unit should have a Sauce Boss. The Sauce Boss responsibilities are to manage all aspects of the sale and to clearly communicate sale information to your leaders, parents and youth members.

Responsibilities

- Set a unit goal and work with your unit to set sales goal.
- Set individual youth member goal for your Unit Kickoff.
- Find locations and coordinate storefront sales.
- Prepare for Unit Kick-Off materials for leaders, parents and youth members.
- Explain the Hot Sauce program to your adult leaders
- Recruit one or more parents as Assistants as needed
- Plan sales activities in the community.
- Arrange to pick-up more Hot Sauce if needed.
- Collect and tally money from Scouts and submit one check payable to Three Fires Council for "Total Amount Due" by the settlement date at the Scout Service Center.
- Submit Scout's names for sales contests (Top Salesperson and 100 bottle Incentive) by June 13.
- Update your Unit each week on sales total (post results at unit meeting place).
- Most importantly, MAKE IT FUN!

Your Unit Kick Off

The objectives of your Hot Sauce kick-off are simple:

1. Get Scouts excited about sale and the goal.
2. Get parents informed about why their child should sell Hot Sauce to earn their way to camp and the benefit to the unit and council.

How can you ensure a great kick-off?

- Make sure the kick-off is properly promoted through email, phone and social media.
- Review the presentation with your unit leader prior to the meeting.
- Be prepared to highlight the council incentives, the goal, and other opportunities.
- Have snacks, drinks and music.
- Keep it short and to the point.

Sample Unit Hot Sauce Kick-off Agenda

Gathering: music, snacks lunch

Opening: Pledge of Allegiance and welcome parents

Why Hot Sauce?

- Create excitement the **goal!**
- Selling the Hot Sauce reduces the number of fundraisers we do each year.
- Money for new equipment.
- So parents don't have to write a check for everything their Scout does. Go to camp, field trips, and other activities.
- Make sure every family has a copy of the unit calendar and unit budget.
- Review bottles. Highlighting the great flavors!
- Introduce the incentives.

So What's the Plan (5 minutes)

- Review sale timeline.
- Sale Ends June 13.
- Money due to Council on June 13.

So what's our goal? (5 minutes)

- Our unit goal is \$_____ in total sales.
- Our per Scouts goal \$_____.

Incentives (10 minutes)

- Review incentives: Council Top Seller Chicago Fire prizes, 100 bottle incentive.
- Review any special unit incentives.

How to sell Hot Sauce (15 minutes)

- Selling & Safety Tips
- Sign up for storefronts
- Distribute the Hot Sauce (use checkout form)
- Thank everyone for coming and wish them good luck.

2025 HOT SAUCE

OFFERS

2025 HOT SAUCE UNIT LEADER'S GUIDE

THE BEST HOT SAUCE SALE EVER STARTS NOW!!

The 2025 Hot Sauce flavors are arguably some of the best ever! Please visit the Three Fires Council website at www.threefirescouncil.org to get a closer look at each bottle, for more information or to sign up for the sale!

Spicy Garlic High Adventure

Extra Spicy

A bold and fiery tribute to the fearless spirit of the Scouting America! This extra-spicy hot sauce takes you on a thrilling flavor expedition with a powerful trio of Carolina Reaper, Ghost, and Scorpion peppers, delivering a blaze of heat worthy of any high adventure. Farm-fresh garlic and sweet red bell peppers balance the intensity, creating a rich, savory depth that elevates every bite. Whether you're cooking at the campsite or spicing up your favorite dish at home, this sauce is your ultimate companion for flavor and fire. Do you have what it takes to brave the heat?

Chili Lime Zipline

Medium

Get ready for a bold, zesty ride! This medium-heat hot sauce blends the fiery kick of habanero and ghost peppers with a smoky spice blend and a refreshing splash of fresh lime. The perfect balance of heat and citrusy tang, Chili Lime Zipline adds an adventurous twist to tacos, grilled meats, and campfire favorites. Whether you're soaring through the treetops or just spicing up your next meal, this sauce delivers a thrilling burst of flavor with every drop. Hold on tight—your taste buds are in for an unforgettable adventure!

Roasted Red Jamboree

Mild

A celebration of bold flavor with just the right touch of heat! This mild yet flavorful hot sauce blends fire-roasted red peppers with a hint of habanero for a perfectly balanced kick that's warm, not wild. Smoky, slightly sweet, and packed with rich, savory depth, it's the ideal companion for campfire cooking, backyard grilling, or everyday meals. Whether you're a seasoned scout or just starting your flavor adventure, Roasted Red Jamboree brings everyone together around the fire for a taste worth sharing!



SCAN HERE TO
FOR MORE
INFORMATION





How to Sell Hot Sauce

Sauce Boss Chairs teach your Scouts how to sell and reach your unit goals. To get there, your unit needs to employ all three sales methods.

TAKE ORDER - Using the orderform, got door to door getting sales, then at the end of the sale you can order the exact amount of product to fill the orders.

DOOR TO DOOR—take your bottles for a trip around the neighborhood. Ask your patrol or den to schedule a “Blitz Day”. This is a day when your fellow Scouts select a neighborhood and go door-to-door as a group to ask people to buy Hot Sauce.

STORE-FRONT SALES —Set up a sales booth and sell Hot Sauce on the spot. This can be an effective approach in the right location at the right time. However, don’t hang your hat on this approach alone. Focus on multiple locations at the same time. Be sure not to over schedule Scouts.

SELL AT WORK—Great for mom and dad to help their Scout.

MOST IMPORTANTLY, when you are selling Hot Sauce tell the people what the money is for.

Selling the Adventure

Remember we are selling the Scouting program; not the bottle. Selling Hot Sauce as a fundraiser enables a unit to have the funds to deliver their “program”. We are selling Scouting and people will buy if asked.

The majority of people have never been asked to buy Hot Sauce. People need to know why Scouts are selling Hot Sauce...what is the reason? Ask your Scouts to share a personal testimony of an experience at their first campout or things that will make the buyer feel good about buying a bottle, or two (...or three). What will your unit do with their money? Let your customers know your plans!

A Scout is Safe!

When conducting your sale, it is vital to ensure proper safety measures. Below are some general safety tips.

- When selling Hot Sauce in your neighborhood, ALWAYS have an adult or buddy with you.
- NEVER enter a stranger’s house.
- Don’t carry a large amount of cash.
- Be careful of dogs while selling.
- ALWAYS walk on the sidewalk and driveway; NOT through the yard.
- ALWAYS watch for traffic.
- NEVER sell at night.
- ALWAYS SAY THANK YOU! Whether they buy or not.
- ALWAYS wear your uniform. Everybody loves to support a Scout in uniform.
- Adults are encouraged to handle the cash.

Spicy Donations

When selling, you can always ask for smaller donations to support our Spicy Donations for local Firefighters in our community. Collect all donations and apply those to the sale.



At the end of the sale we will distribute the donated Hot Sauce to Fire Stations in our communities.

- Scouts that sell over \$15 in donations earn a Hero’s patch.
- Units that sell over \$250 earn a ribbon.



2025 HOT SAUCE KEY DATES

2025 HOT SAUCE UNIT LEADER'S GUIDE

Important Dates

UNIT REGISTRATION FEB 17 - MARCH 17

UNIT ORDERS DUE MARCH 17

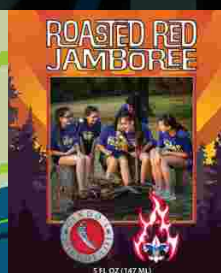
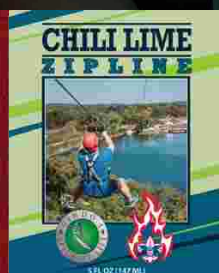
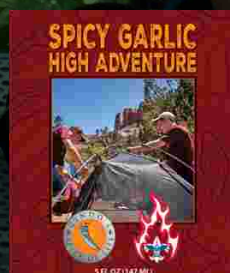
DISTRIBUTION APRIL 11 - 14
AT CAMP BIG TIMBER

SALE ENDS JUNE 13

SETTLEMENT DUE June 20

SELL, SELL, SELL!

All final returns may be subject
to a restocking fee.



A background image showing three scouts climbing a large, multi-colored rock wall. The wall has blue and orange sections with various climbing holds. One scout in a yellow helmet is high up on the blue section, another in an orange helmet is on the orange section, and a third in a yellow helmet is at the bottom. The scene is outdoors on a sunny day with trees and a parking lot in the background.

WE'RE HERE TO HELP YOU

2025 HOT SAUCE UNIT LEADER'S GUIDE

Commission

Sale ends June 13th.

All monies due and unsold bottles due by June 13th to receive the full commission.

Orders and Re-Distribution

The Council places an order based on what the units request. While supplies last, extra bottles may be secured through the Council Service Center. Supplies will be limited. If your unit has completed the sale and has unsold bottles, please contact the office to see if they can be redistributed to units that wish to sell more. As a reminder, additional bottles may be obtained once you settle a minimum of 50% of the bottles you were initially allotted.

Units may settle their account at the Council Service Center or through their district executive.

Return Policy

Hot Sauce is non-returnable.

Sale Support Contacts

Donnie Helstern
630-797-4618

Donnie.Helstern@Scouting.org

Loren Winfrey
630-797-4620

Loren.Winfrey@Scouting.org

We are here to help!

GET YOUR SCOUTS EXCITED

2025 HOT SAUCE UNIT LEADER'S GUIDE

Incentives For Your Scouts

The Three Fires Council will offer two contests for the 2025 Hot Sauce incentives. For units to qualify for these incentives, units must settle their account in full by June 30, 2025.

Chicago Fire Incentive

All sellers receive a 50% discount on tickets.

\$500 to \$1,499

Receive the above and a pregame parade

\$1500 to \$2,499

Receive the above and a Chicago Fire Scarf.

\$2,500+

Receive the above and post match photo and color guard opportunity.



Scouts will be contacted following the settlement of the sale directly by the sales representative from the Chicago Fire.

TOP SELLER

EARNS A

\$100 Amazon gift card





Unit Order

☐ Pack ☐ Troop ☐ Crew ☐ Ship ☐ Post ☐ Group

District _____ Unit# _____

Name _____

Email _____ Phone (_____) _____

Quantities

Roasted Red Jamboree bottles issued _____

Chili Lime Zipline bottles Issued _____

Spicy Garlic High Adventure bottles Issued _____

Council Signature _____ Date Issued _____

Signature

I understand that each of these bottles have a cash value of \$10.00. I understand that this year there are no returns, and I commit to working with the council prior to the end of the sale to transfer the remaining inventory for other scouts/units to sell. By signing below, I recognize that our unit will be charged \$10.00 for every bottle we order.

I agree to these terms: _____

Three Fires Council, Scouting America
415 N 2nd Street, Saint Charles, IL 60174

Unit Signature
**SCAN HERE TO
SUBMIT YOUR
REQUEST ONLINE!**





HOT SAUCE

PAYMENT AND UNIT SETTLEMENT

2025 HOT SAUCE UNIT LEADER'S GUIDE

UNIT SETTLEMENT

☐ Pack

☐ Troop

☐ Crew

☐ Ship

☐ Post

☐ Group

District _____ Unit# _____

Name _____

Email _____ Phone (_____) _____

Payment	
# of Bottles Sold	_____
Cash	_____
Check	_____
Total	_____

Office Use Only

Council Employee Signature _____

SIGNATURE

I understand that each of these bottles have a cash value of \$10.00. I understand that this year there are no returns, and I commit to working with the council to transfer the remaining inventory for other scouts to sell. By signing below, recognize that our unit will be charged \$10.00 for every bottle sold.

I agree to these terms: _____

Unit Signature

Office Use Only
Balance of bottles due:

INCENTIVE CONTEST FORMS

TOP SALES CONTEST FORM

To qualify, Units must have settled account by June 13, 2025.

OFFICE USE ONLY

Verified by _____ Date _____

Form is due at time of settlement.

This is to verify that _____
Name of Scout

Has sold _____ bottles.
number

Unit Sales Total: _____

Phone _____

Email _____

Unit Type _____ Unit Number _____

Unit Leader Name _____

Unit Leader's Signature

Phone Number

TOP SALES CONTEST FORM

To qualify, Units must have settled account by June 13, 2025.

OFFICE USE ONLY

Verified by _____ Date _____

Form is due at time of settlement.

This is to verify that _____
Name of Scout

Has sold _____ bottles.
number

Unit Sales Total: _____

Phone _____

Email _____

Unit Type _____ Unit Number _____

Unit Leader Name _____

Unit Leader's Signature

Phone Number

PARTNERSHIP IN OUR COMMUNITY



Our Sponsor:

This sale is in partnership with Gindo's Spice of Life. A small specialty maker of Hot Sauces here in St. Charles, our own backyard. We love working in our own community. Building relationships and partnering to better serve our youth and families.

About Gindo's:

At Gindo's Spice of Life, we are committed to creating bold, handcrafted hot sauces that inspire creativity in the kitchen and bring people together.

Our journey began with a passion for fresh, locally sourced ingredients and a mission to craft the finest artisanal hot sauces. Every bottle is made with care, using farm-fresh peppers, all-natural ingredients, and a dedication to quality, sustainability, and innovation. Like the Scouts, we believe in pushing boundaries, learning through experience, and embracing challenges—whether it's creating the perfect balance of heat and flavor or forging new culinary paths.

Gindo's is more than just hot sauce—it's about adventure, discovery, and sharing experiences. We encourage people to explore new flavors, challenge their taste buds, and ignite their passion for food. With every drop of our handcrafted sauces, we hope to inspire the same sense of curiosity, resilience, and camaraderie that defines the Scouting spirit.