

# Kickoff Planner



**A great sale starts with a great kickoff! Follow these simple steps to start your popcorn sale with a BANG and motivate Scouts, parents and other volunteers.**

1. Plan ahead. Think of an agenda that will be fast-paced and FUN!
2. Emphasize WHY it is important to sell popcorn.
3. Communicate the exciting Scouting program and how families can cover all their annual expenses with one sale. CAMP MASTERS makes it easy to sell delicious popcorn so Scouts can spend more time having fun and less time selling popcorn.
4. Show Scouts the Take Order Form and their Prize Forms to highlight what they are selling and what they can earn from achieving their Sales Goal.
5. Remind Scouts they can use their Phone or Tablet to enter Customer's Take Orders electronically
6. Spend some time explaining the different ways to sell, key dates for the program and show and sell locations.
7. Motivate Scouts to set goals for their sales and to pick an awesome prize! CAMP MASTERS offers great High Achiever Prizes for top sellers.
8. Finish the evening with a memorable event, like throwing pies in the leaders' face or funny role-playing. A kick off will be exciting when Scouts are involved in the action!
9. Encourage your Scouts to Self-Register to sell online at [www.campmasters.org](http://www.campmasters.org)

Councils, Units, and Scouts Log on here  
Just click on the picture

