



Unit Kernel Checklist

1. Attend Council's Sales Seminars/Kickoffs and bring others from your unit along.
2. Begin planning Unit Level Kickoff using the chosen theme for the year.
3. Work with unit leaders on an annual plan/budget and determine how the unit will use popcorn funds.
4. Determine unit level rewards you will offer your Scouts.
5. Place Show-N-Sell orders, secure locations and recruit volunteers.
6. Sign up for credit card readers if your unit wants to accept credit card payments.
7. Sign your Scouts up so they can do online sales.
8. Host a fun and informative unit level kickoff (don't forget to take pics and submit to Campmasters).
9. Have Scouts set individual goals.
10. Prepare your Scouts & volunteers by teaching the Beck sales techniques.
11. Arrange pick-up, transportation and storage for Show-N-Sell product.
12. Track Show-N-Sell sales credit and inventory.
13. Encourage and provide opportunities for Scouts to do door-to-door and workplace sales.
14. Communicate weekly updates and recognize popcorn success during unit meetings.
15. Collect and check Take Order forms.
16. Collect and check prize orders.
17. Return up to 50% of the total dollar value of the unit's Show-N-Sell order if you have not sold it and don't need it for the Take Orders.
**If returning full cases, they must be in original sealed, unopened cases. Containers must be factory sealed.*
18. Place Take Order.
19. Arrange pick-up, transportation and distribution for Take Order product.
20. Place prize orders.
21. Parents or the Unit Popcorn Kernal can submit High Achiever sales online for any Scout selling **\$650** or more.
22. Make sure all product is delivered to customers.
23. Collect payments from Take Orders.
24. Make full payment to Council.
25. Celebrate your accomplishments as a unit!



Read through the checklist carefully and complete each step in order to ensure your unit has the most successful sale possible!