



It's time to begin planning your 2016-2017 calendar year and budgeting your unit finances to fund your scheduled activities! As part of that you have to fundraise, if your unit will be participating in the fall popcorn sale - complete and submit the commitment below.

If your unit struggles with calendarization and budgeting, please contact Sherry to schedule a meeting time to walk through the process.

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District \_\_\_\_\_ Unit # \_\_\_\_\_ Unit Leader Name \_\_\_\_\_

Popcorn Kernel \_\_\_\_\_ Co-Kernel \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Daytime ( \_\_\_\_\_ ) \_\_\_\_\_ Evening ( \_\_\_\_\_ ) \_\_\_\_\_

E-mail \_\_\_\_\_ REQUIRED

Thirty day sale period \_\_\_\_\_ 2017 FOS Presentation Date \_\_\_\_\_ School Night Date 2016 \_\_\_\_\_  
 (Scout Leader, your E-mail account must be set up to accept mass mailings/e-mail broadcasts throughout the sale)

**Unit & Per Scout Goal for BONUS!!!**  
**Unit Goal \$ \_\_\_\_\_ Individual Boy Goal \$ \_\_\_\_\_**

***Remember: Popcorn is more than a fundraiser, it's an opportunity for us to mentor and guide our youth on salesmanship/communication technique and how to set and achieve your goals***

***Take the time to train them on how to make a popcorn sales ask – teach them why they are selling, what their customers are supporting and techniques on turning a “no” sale into a potential “yes”.***

***Issue your Scouts copies of their sale sheets from the prior year to have an established customer base and get out and complete service work to establish a Scouting presence in the areas that your unit will be selling!***