

# Welcome to the 2023 Popcorn Leader's Training



# Why Are We Conducting This Campaign?

**FOR THE UNITS PROGRAM  
FOR THE COUNCILS**

**PROGRAMS**

**MOST IMPORTANTLY –  
FOR THE SCOUTS**



# How Do Scouts Benefit?

- Build Self-Confidence
- Build Self-Esteem
- Teaches the Scouts how to communicate a message to adults
- Teaches the Scouts how to communicate with other youth
- Helps with Advancement in Cubs and Scouts BSA
- The Scout can appreciate **earning their own way**

SCOUTS  
**POPCORN**  
IS HERE!





- Home
- Camp Masters
- Main
  - Dashboard
  - Unit Orders
  - Unit Returns
  - Scout Credits
  - Scout Sales
  - Online Orders
  - Take-Order
  - Organization
    - Units
    - Users & Scouts

# Dashboard

2019 Fall Popcorn Sale

Linda Foster | Troop 4071  
Lincoln Heritage Council | Lewis & Clark

### To Do:

**Submit your Unit Commitment Form**



**Step 1 - Commit to sale/update contact info**

### Links:

- Manage Unit Information
- Setup/Invite Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes

Show-N-Sell Start: 2/6/19 - Due: 8/15/19  
Unit Kickoff 06/31/19  
Returns due 10/01/19 by 3:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 2/6/19 - Due: 9/30/19  
Payments due to Council by 11/12/19

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

You don't have any sales yet.

Scout Totals

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CampMasters | Camp Masters

ordering.campmasters.org/CampMasters/Commitment/UnitCommitment/4b77624d-581a-e911-80f7-ddef8bc8bef6

CAMP MASTERS

Beth Miller-Porter

### Unit Commitment for Pack 9000 - 2020 Fall Popcorn Sale

2020 Show-N-Sell:  

2020 Take Order Sale:

**SUBMIT COMMITMENT**

**ADDRESS**

Address 1: 457 State Route 517 Address 2:

City: Vernon State: NJ - New Jersey Zip: 07462

**CONTACT**

Primary Contact: Beth Miller-Porter

First Name: Beth Last Name: Miller-Porter

Email: Beth.Millerporter@scouting.org Phone: (197) 376-5932

(Used for login)

**UPDATE CONTACT INFO** 

Select Sale Type(s); click “Submit Commitment”

Update contact info; click “Update Contact Info” and return to Dashboard.



# How to Setup/Import Scouts in Camp Masters

**CAMP MASTERS** Mark Spaldo

Users / Scouts

Council: Patriots' Path Council District: Please select a district. User Type: Hide Inactive:

Layouts Export to Excel Export to PDF Import Scouts

First Name	Last Name	Email	Organizations
Gabriel	Faiella	wendyfaiazza@gmail.com	Patriots' Path Council   Raritan Valley   Pack 154 (Scout)
Andrew	Cox	bcmc53@comcast.net	Patriots' Path Council   Patriots Path   Group 1000 (Scout)
Joseph	DiNuzzo	manderoo42@yahoo.com	Patriots' Path Council   Raritan Valley   Pack 389 (Scout)
Ethan	Pappa	capappa@aol.com	Patriots' Path Council   Inactive Units   Troop 150 (Scout)
Megan	Pardo	softball31702@yahoo.com	Patriots' Path Council   Patriots Path   Group 1000 (Scout)
Andrew	Giganti	janinegiganti@gmail.com	Patriots' Path Council   Fishawack   Pack 215 (Scout)
Correia-Beckman	Uriah	chance_correia@yahoo.com	Patriots' Path Council   Watchung Mountain   Pack 360 (Scout)
Mason	Emery	kwish33@gmail.com	Patriots' Path Council   Fishawack   Pack 101 (Scout)
Robert	Canada	dcanada99@yahoo.com	Patriots' Path Council   Inactive Units   Pack 273 (Scout)
Marc	Hudock	nomail@mail.com	Patriots' Path Council   Inactive Units   Pack 3 (Unit Leader)
Abdiel	Roman	renetroman@gmail.com	Patriots' Path Council   Raritan Valley   Pack 224 (Scout)
Dante	Botha	ronnie.botha@basf.com	Patriots' Path Council   Sussex   Troop 276 (Scout)
Zachary	H	sgharmy@gmail.com	Patriots' Path Council   Watchung Mountain   Pack 135 (Scout)
Mekhi	Jones	marajones1@yahoo.com	Patriots' Path Council   Raritan Valley   Troop 14 (Scout)
James	Carroll	dhcarroll@gmail.com	Patriots' Path Council   Fishawack   Pack 8 (Scout)
Alonso	Moliner	jaimemoliner@hotmail.com	Patriots' Path Council   Black River   Pack 62 (Scout)
Benjamin	Myshka	dibigyun2@aol.com	Patriots' Path Council   Inactive Units   Pack 113 (Scout)
Pepe	Schafer	JACNLUU@aol.com	Patriots' Path Council   Inactive Units   Pack 180 (Scout)

- Use the boxes to enter an individual Scout
- Select "Import Scouts" to upload many Scouts from an Excel file.

Type here to search 9:00 AM 7/8/2020

# How to Import Scouts in Camp Masters

The screenshot shows the Camp Masters web application interface. The main content area displays a table of users with columns for First Name, Last Name, and Email. A modal dialog titled "Import Scouts" is open in the center, allowing for file selection and mapping of import fields to the table columns. A yellow callout box on the right provides instructions for importing scouts.

**Import Scouts**

Choose a file to import:

Browse...

First Row Has Headers:

**IMPORT MAPPING**

Match each import field to the import file's columns or type in a custom value to be used.

Council:

District:

UnitType:

UnitNumber:

Email:

FirstName:

LastName:

Phone:

Number of Rows:

**If Importing Scouts**

- Choose your file
- Check box to identify column labels in file
- Use drop down arrows to select matching column

First Name	Last Name	Email
Gabriel	Faiella	wendyfaella@gmail.com
Andrew	Cox	bcmc53@comcast.net
Joseph	DiNuzzo	manderoo42@yahoo.com
Ethan	Pappa	capappa@aol.com
Megan	Pardo	softball31702@yahoo.com
Andrew	Giganti	janinegiganti@gmail.com
Correia-Beckman	Uriah	chance_correia@yahoo.com
Mason	Emery	kwish33@gmail.com
Robert	Canada	doanada99@yahoo.com
Marc	Hudock	nomail@mail.com
Abdiel	Roman	renetroman@gmail.com
Dante	Botha	ronnie.botha@basf.com
Zachary	H	sgharmy@gmail.com
Mekhi	Jones	marajones1@yahoo.com
James	Carroll	dhcarroll@gmail.com
Alonso	Moliner	jaimemoliner@hotmail.com
Benjamin	Myshka	dibigyun2@aol.com
Benjamin	Schafers	MACNLU1@aol.com

# How to Setup/Invite Scouts in Camp Masters

- Home
- Camp Masters
- Main
  - Dashbo** 
  - Unit Orders
  - Unit Returns
  - Scout Credits
  - Scout Sales
  - Online Orders
  - Take-Order
- Organization
  - Units
  - Users & Scouts

Units > Pack 20 > Users

INFO		USERS									
+ Add User		X Remove		Send Sign-On Link		Layouts		Export to Excel		Export to PDF	
<input type="checkbox"/>	Type	Key Code	First Name	Last Name	Phone	Email					
<input type="checkbox"/>	Scout	D99K	Anthony	Cummins		trimphinst					
<input type="checkbox"/>	Scout	CQD8	Calvin			rlfussell@v					
<input type="checkbox"/>	Leader	DQ2	Chris			sbingh					
<input type="checkbox"/>	Scout	1JP9	Dylan			amanda.zi					
<input type="checkbox"/>	Scout	CWVL	Hunter			branscum.					
<input type="checkbox"/>	Scout	1S8T	Isaac			fusionphot					
<input type="checkbox"/>	Scout	1C99	Jayden			ashley.nay					
<input type="checkbox"/>	Scout	RHH	Logan			slynn92					
<input type="checkbox"/>	Scout	1J5G	Nathanu			nathanualt					
<input type="checkbox"/>	Scout	DT82	Solomon	Tims		monkeybu					

**Setup/Invite Scouts**

- Send Sign-on Link to all Scouts or select Scouts by clicking on box to check mark.
- Click on "+Add User" to add individual Scout.
- Click "Remove" to remove inactive Scouts.
- Click on any Scout to update information.

**EACH SCOUT MUST HAVE A UNIQUE, ACTIVE EMAIL TO ACCESS THE Camp Masters SYSTEM.**

- You would Setup / Invite Scouts so they can sell online
- OR
- If you wanted Scouts to enter their own Take Order orders
- If you don't Setup / Invite Scouts, a Scout that wanted to sell online can self-register at [www.campmasters.org](http://www.campmasters.org)
- Sign-on link will come from: "[customerservice@campmasters.org](mailto:customerservice@campmasters.org)"

# Steps to Success

**5 Key Steps to Reach New Heights  
& Have the Best Sale possible!**



# Let's Plan for Success in 2023!

**Let's face it we've come through some challenging times but the future is bright for us all! Experience provides us with core tools to build a plan from and expand our opportunity to give our youth the best program to learn and grow!**

**Be sure to include plans to sell all three ways to maximize results:**

- **Sell Online at [www.popcornordering.com](http://www.popcornordering.com) with SHIPPING INCLUDED!**
  - Reach out for support from the comfort of your home
  - Zero risk for Units and doesn't impact other activities
  - Average online sale >\$54 in 2022!
- **Take order Door to Door / Wagon Sales**
  - Use the Take Order Form in the Family Guide
  - Take Pre-Order/Show and Sell products if you can
  - Average \$200-\$400 per scout hour
- **Show and Sell**
  - Establish sales locations at local storefronts or special events
  - May have a limited number of items vs. those on Take Order
  - Average \$65-\$150 per scout hour (2-3 Scouts/location)



2021-2022 UNIT OPERATING BUDGET

UNIT LEADERS:

UNIT INFORMATION

Chartered Org. Rep:					Unit #	
Committee Chair:					Budget Date:	
Cubmaster:				Popcorn Commission Earned		34%
Treasurer:				Projected # of Scouts		15
Popcorn Team Leader:				Project # of Leaders		6
		Cost Per Person	# of People	Total Cost	Actual Expense	
<b>ANNUAL BSA EXPENSES</b>						
Registration Fees	(Scouts)	\$ 66.00	15	\$ 990.00	\$ -	
Registration Fees	(Leaders)	\$ 42.00	6	\$ 252.00	\$ -	
Boys Life	(All Scouts)	\$ 12.00	15	\$ 180.00	\$ -	
Accident Insurance	(All Scouts)	\$ 1.00	21	\$ 21.00	\$ -	
Unit Liability Insurance	(Unit Flat Fee)	\$ 75.00	1	\$ 75.00	\$ -	
<b>GENERAL EXPENSES</b>						
Advancement & Awards	Belt Loops, Patches, etc.	\$ 70.00	15	\$ 1,050.00	\$ -	
Rank Supplies	Hat, Neckerchief, Slide & Book	\$ 50.00	15	\$ 750.00	\$ -	
Pack Leaders	Awards & Thank You's	\$ 20.00	6	\$ 120.00	\$ -	
Den Supplies	Budget for Den Activities	\$ 15.00	15	\$ 225.00	\$ -	
Pack Meetings (12 mtgs)	Meeting Supplies	\$ 6.00	15	\$ 90.00	\$ -	
Technology	Scoutbook, Website, etc	\$ 200.00	1	\$ 200.00	\$ -	
<b>EVENTS</b>						
Christmas	FREE Family Event, Catered	\$ 25.00	15	\$ 375.00	\$ -	
Blue & Gold	FREE Family Event, Catered	\$ 25.00	15	\$ 375.00	\$ -	
AOL Bridging	Arrow, Plaque, Gifts, etc	\$ 100.00	3	\$ 250.00	\$ -	
Pinewood Derby	Cars, Pizza, Trophies, etc	\$ 20.00	15	\$ 300.00	\$ -	
Bridging Ceremony	Snacks & Drinks	\$ 2.00	15	\$ 30.00	\$ -	
<b>ACTIVITIES</b>						
Baseball Game	Game Ticket	\$ 10.00	15	\$ 150.00	\$ -	
Summer Picnic	Picnic Lunch	\$ 5.00	15	\$ 75.00	\$ -	
Summer Drive-In	Movie Ticket	\$ 5.00	15	\$ 75.00	\$ -	
Summer Hike	Park Donation	\$ 2.00	15	\$ 30.00	\$ -	
Spring Hike	Park Donation	\$ 2.00	15	\$ 30.00	\$ -	
Spring Nature Center	Nature Center Donation	\$ 3.00	15	\$ 45.00	\$ -	
<b>CAMP FEES</b>						
Dayamp	District Day Camp	\$ 75.00	15	\$ 1,125.00	\$ -	
BIG Summer Campout	Big Pack Camping Event	\$ 30.00	15	\$ 450.00	\$ -	
Summer Campout	Camp Fees, Firewood, S'Mores	\$ 10.00	15	\$ 150.00	\$ -	
Fall Campout	Camp Fees, Firewood, S'Mores	\$ 10.00	15	\$ 150.00	\$ -	
Spring Campout	Camp Fees, Firewood, S'Mores	\$ 10.00	15	\$ 150.00	\$ -	
<b>UNUSUAL EXPENSES</b>						
Equipment	Bridges, Tables, Banners, etc	\$ 600.00	1	\$ 600.00	\$ -	
Council Leadership Events	BALOO, Rangemaster, etc.	\$ 200.00	1	\$ 200.00	\$ -	
Woodbadge Scholarship		\$ 300.00	1	\$ 300.00	\$ -	
Scouterships	New Scouts in need	\$ 400.00	1	\$ 400.00	\$ -	
	<b>TOTAL EXPENSES</b>			<b>\$ 9,213.00</b>	\$ -	
	<b>UNIT POPCORN SALES GOAL</b>	<b>\$ 9,213.00</b>	<b>34%</b>	<b>\$ 27,100.00</b>	\$ -	
		Budget	Commission	Pack Sales Goal		
	<b>SCOUT POPCORN SALES GOAL</b>	<b>\$ 27,100.00</b>	<b>15</b>	<b>\$ 1,810.00</b>	\$ -	
		Pack Goal	Scouts Selling	Scout Goal		



**Know your UNIT'S POPCORN SALE GOAL !!!**

- What program elements you will fund**
- Equipment needs**
- Special Events/Trips**
- BUILD A BUDGET USING THIS TOOL**

**Be able to COMMUNICATE the goal !!!**

- to everyone on board**
- What it means for the Scouts**
- What it means for the families**
- This is what a Kickoff is for!**

# Step #2

## Become familiar with the Popcorn System

- Where do I commit to the sale (do it now!)
- Where do I enter orders
- How do I manage Scouts
- Reports availability

## Set Up your Sale in the System

Cleanup your Scout Information

Scouts moving to new Unit can transfer themselves to that Unit

Add any new Scouts

## Tracking Scout S&S Credits and Take Order Sales

Units apply S&S Credits Manually to Scout

Scout credits reflect as running total

Will Scouts enter their Take Order information on own or will Unit?

**CAMP MASTERS**

Home

Camp Masters

Main

Dashboard

Unit Orders

Unit Returns

Inventory Transfers

Scout Credits

Scout Sales

Online Orders

Take-Order

Organization

Units

Users & Scouts

Dashboard

2022 Fall Popcorn Sale

Alicia Powers | Pack 13  
Chattahoochee Council | Saugahatchee District

To Do:

Submit your Unit Commitment Form

Links:

Manage Unit Information

Setup/Invite Scouts

Setup/Import Scouts

View Scout Online Sales

View Unit Invoice

Order Prizes

Edit Your Profile

Reset Password

Accept credit cards with PayPal where

2022 Show and Sell/Deliver Product Unit Order :  
Please remember that unit product orders for Show and Sell/Del 2022.

View Product Listing

View Unit Orders

Award Scouts Credit

2022 Take-Order Product Unit Order Start: 9/30/22 -  
Please remember that unit product orders for Door to Door & Tai 2022.

View Product Listing

View Unit Orders

View Scout Take Orders

Place a Scout Take Order

You don't have any sales yet.

Scout



## Step #3

Plan & Conduct a **KICK OFF!**

**COMMUNICATE** the goal

**SHARE** the plan In person or virtually

Make it **FUN!**

**What it means for the Scouts**

**Skits to emphasize training**

**Talk about the Prizes and affect of reaching Goals**

Focus on

**SKILL DEVELOPMENT**

**Public Speaking Skills**

**Goal Setting**

**Personal Responsibility**



# Step #4

## Train your Scouts for ALL sales approaches!

**Establishes best Practices & Builds Confidence & removes doubt  
IT WILL HAVE A HUGE IMPACT**

- Promote the **CAMP MASTERS** approach
- **Door to Door - \$250-\$400/hr**
- Take product with you if you can**
- Use the same presentation**
- Canvas entire neighborhoods**
- **Site Sales - \$300-\$450/hr**
- No tables or chairs, teams of 3**
- Stack product in a colorful display**
- Scouts in front talking to customers**
- 





# Online Sales

We have an amazing opportunity to grow our sales in the safest manner available.



CAMP MASTERS Home

Order at least 2 items to earn a discount. The more you order the more you save and help scouting.

Ramsey Training Cour

Item added to cart.

14pk Extra Btr Roasted Summer Corn  
Qty: 1 | Price: \$34.50

Subtotal: \$34.50  
Multi-Item Discount: \$0.00  
Total: \$34.50

View Cart

Share Tweet Email

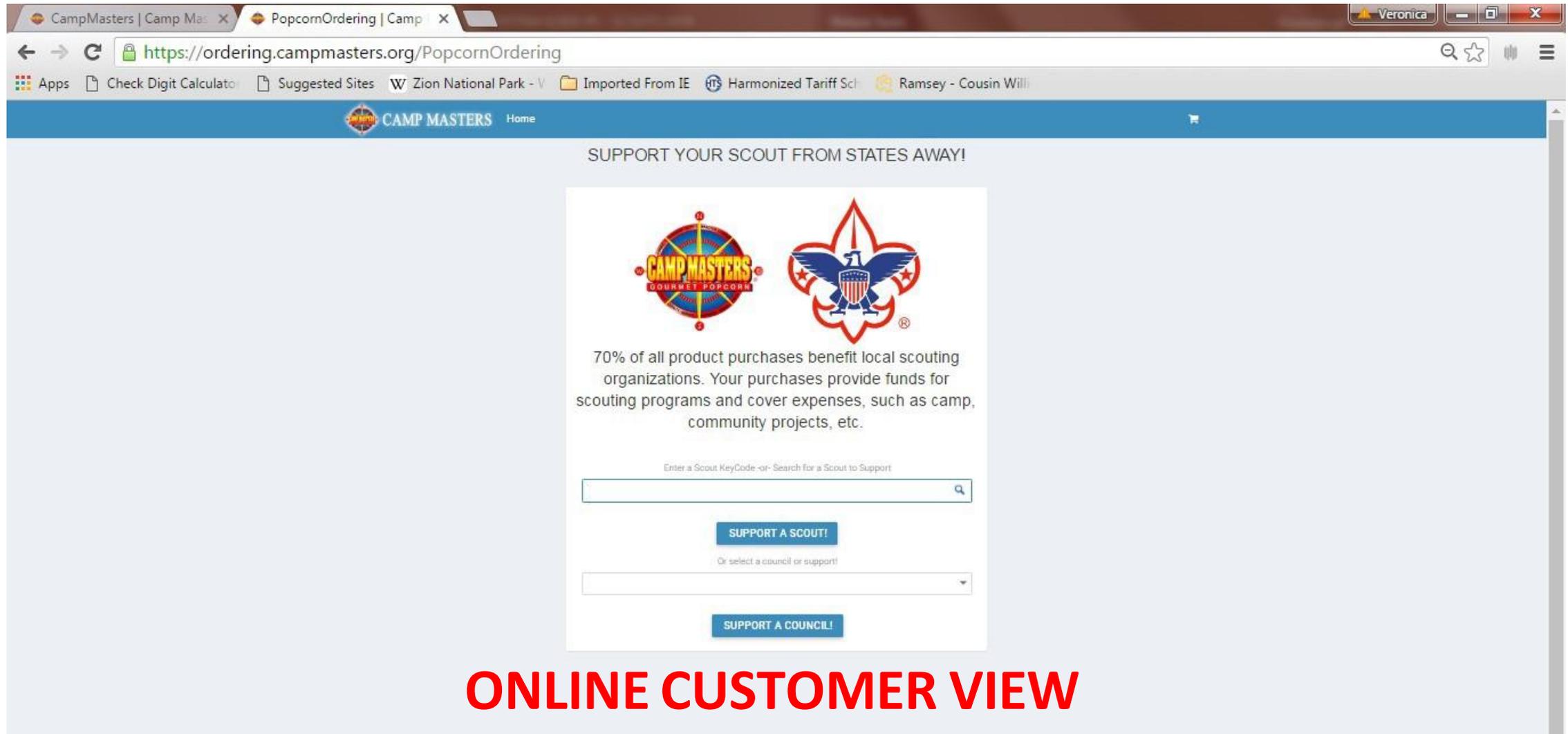
<p>Purple Popping Corn Jar</p> <p>This delicate popcorn contains antioxidants, has virtually no hulls and TASTES GREAT! No Artificial Anything.</p> <p>\$29.50 Add</p>	<p>6pk Butter MW</p> <p>A convenient way to enjoy popcorn with a rich buttery flavor anytime of the day. ONLY 35 CALORIES per cup!</p> <p>\$24.50 Add</p>	<p>Caramel Popcorn Bag</p> <p>Mouth-watering taste of delicate and crispy gourmet caramel corn. 10oz.</p> <p>\$29.50 Add</p>	<p>14pk Extra Btr Roasted Summer Corn</p> <p>Roasted Summer Corn MW Popcorn. If you like buttery corn on the cob, you'll love this EXTRA BUTTER flavor popcorn!</p> <p>\$34.50 Add</p>
<p>3 Way Cheesy Cheese Tin</p>	<p>\$100 Military Donation</p>	<p>Chocolate Drizzle Popcorn Bag</p>	<p>\$50 Food Bank Donation</p>

- EVERY Scout is capable of participating from the comfort of their own home
- Scouts must be registered in the system to gain access to the online store and get sales credit
  - Instructions on how to load/register scouts is located at [www.campmasters.org/how-to-order-popcorn](http://www.campmasters.org/how-to-order-popcorn)
  - Scouts/Families can also register themselves with instructional videos at [www.campmasters.org/video](http://www.campmasters.org/video)
- No additional shipping fees for consumers!
- Social Media links built into the Scout's account

**Average sale in 2022 was more than \$54.00!**

# [WWW.POPCORNORDERING.COM](http://WWW.POPCORNORDERING.COM) - SCOUTS SELL ONLINE

ORDERS SHIPPED DIRECTLY TO THE CUSTOMER – Below is what consumers will see:



The screenshot shows a web browser window with the URL <https://ordering.campmasters.org/PopcornOrdering>. The page features a blue header with the CampMasters logo and a navigation menu. Below the header, a central white box contains the following content:

SUPPORT YOUR SCOUT FROM STATES AWAY!

70% of all product purchases benefit local scouting organizations. Your purchases provide funds for scouting programs and cover expenses, such as camp, community projects, etc.

Enter a Scout KeyCode -or- Search for a Scout to Support

**SUPPORT A SCOUT!**

Or select a council or support!

**SUPPORT A COUNCIL!**

**ONLINE CUSTOMER VIEW**

[www.popcornordering.com](http://www.popcornordering.com)

WHEN THE CONSUMER ENTERS THE KEYCODE OR "FINDS" THEIR SCOUT, THEY WILL SEE SCOUT INFORMATION AND THE PRODUCTS TO ADD TO CART

CONSUMER VIEW IF USING A MOBILE DEVICE

CAMP MASTERS Home

Lincoln Heritage Council 2018 Online Order

Aaron S. | Pack 676  
Hello, my name is Aaron.

3 Way Cheesy Cheese Tin  
Qty: 1 | Price: \$33.00  
Subtotal: \$33.00  
View Cart

3 Way Cheesy Cheese Tin

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa (3 BIG Bags!) - 16.5 oz  
5.5 oz. White Cheddar Cheese Popcorn  
5.5 oz. Yellow Cheddar Cheese Popcorn  
5.5 oz. Cheesy Salsa Popcorn

Price: \$33.00  
\$22.00 Goes to Local Scouting!

Add To Cart

14 Pack Extra Butter Roasted Summer Corn

ONLINE CUSTOMER VIEW

CAMP MASTERS Home

Lincoln Heritage Council 2018 Online Order

Aaron S. | Pack 676  
Hello, my name is Aaron.

3 Way Cheesy Cheese Tin  
Qty: 1 | Price: \$33.00  
Subtotal: \$33.00  
View Cart

3 Way Cheesy Cheese Tin

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa (3 BIG Bags!) - 16.5 oz  
5.5 oz. White Cheddar Cheese Popcorn  
5.5 oz. Yellow Cheddar Cheese Popcorn  
5.5 oz. Cheesy Salsa Popcorn

Price: \$33.00  
\$22.00 Goes to Local Scouting!

Add To Cart

14 Pack Extra Butter Roasted Summer Corn

If you like BUTTERY corn on the cob, you'll LOVE this popcorn!

Price: \$39.00  
\$26.00 Goes to Local Scouting!

Add To Cart

12 Pack Sweet & Salty Kettle Corn Microwave Popcorn

A sweet and salty old fashioned kettle corn taste like the popcorn at old time county fairs!

Price: \$36.00  
\$24.00 Goes to Local Scouting!

Add To Cart

[www.popcornordering.com](http://www.popcornordering.com)

## SCOUT ONLINE SELLING – CONSUMER “CHECKOUT”

- CONSUMER WILL BE EMAILED ORDER CONFIRMATION
- ORDER IS SHIPPED DIRECTLY TO CONSUMER
- PAYMENT IS MADE TO THE ORDERING SYSTEM; SCOUT DOES NOT HAVE TO DELIVER PRODUCT OR TAKE PAYMENTS
- SCOUT RECEIVES CREDIT FOR THE SALE

**ONLINE CUSTOMER VIEW**

The screenshot displays the Camp Masters online ordering interface. At the top, the navigation bar includes the Camp Masters logo and a 'Home' link. The main header identifies the user as 'Lincoln Heritage Council' with a '2018 Online Order'.

A customer profile section features a photo of a young boy, Aaron S., with the text 'Pack 676' and a greeting: 'Hello, my name is Aaron.' Below this is a 'Cart' section containing three items:

- 3 Way Cheesy Cheese Tin (\$33.00 ea) with a quantity of 3.
- 14 Pack Extra Butter Roasted Summer Corn (\$39.00 ea) with a quantity of 1.
- 12 Pack Sweet & Salty Kettle Corn Microwave Popcorn (\$36.00 ea) with a quantity of 2.

To the right of the cart items is an 'Order Totals' summary:

Order Totals:	
Subtotal:	\$210.00
Handling (6%):	\$12.60
Shipping:	TO DO
<b>Total:</b>	<b>\$222.60</b>

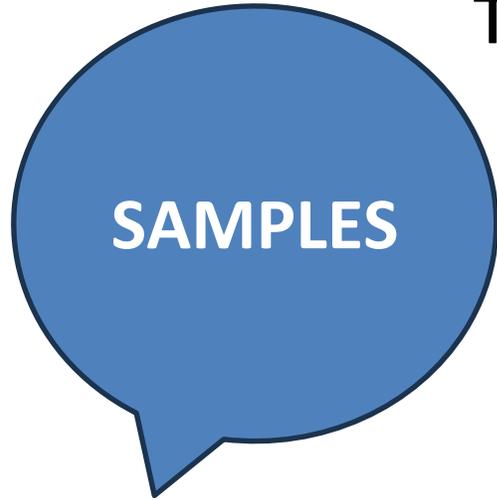
A 'Continue Shopping' button is located below the cart items.

The 'Checkout' section is divided into two main areas:

- SHIPPING ADDRESS:** Includes input fields for Name, Address 1, Address 2, City, State (a dropdown menu), Zip, Email, and Phone.
- PAYMENT INFO:** Displays the 'Payment Total: \$222.60' and includes input fields for Name On Card, Card Number, Card Exp (MM/YY), Security Code, and Card Zip Code. A 'PLACE ORDER' button is positioned at the bottom of this section.

At the bottom of the page, a copyright notice reads 'Copyright © 2018 Camp Masters'.

# Show and Sell



This year we may continue to be faced with:

- If they say corporate policy, ask for a name and phone number or email address.
- Ask if you can set-up in a location that doesn't interfere with the policy.
- Bring a Scout with you to ask and explain how they fund their year and help the community.



## WE WILL BE SUCCESSFUL!

Have a plan:

- Secure your sites in advance
- More locations will net more sales
- Look for any location with high traffic to increase opportunities, be open/creative

Setup and Run Properly:

- Display your products colorfully like a store end-cap would be
- Scouts out in front of product displayed in their Class A uniforms
- Don't put pricing on boxes or signs
- Keep area clean and inviting
- DO NOT use donation boxes/jars
- Limit number of scouts at a location

Draw Attention:

- For this year consider signage that promotes Scouts helping the community
- Accentuate this is a LOCAL fundraising event
- May need to have music or some other attention getter due to allowed setup location

# Units CAN NOW ACCEPT CREDIT CARDS, without additional devices and applications!

**EVERYTHING IS EASIER WITH STRIPE**

- Accepts all credit cards**  
*Any Scout, parent, or leader can take a secure payment on their phone*
- Manage your inventory**  
*See inventory for all dens or patrols on a single screen*
- NO FEES for your unit**  
*Credit card convenience fee applied at checkout*
- Real-Time Sales Tracking**  
*Track every payment via cash or card to reconcile unit balance*
- Full Product Catalog**  
*View product availability across all sales: Take Order, Show-n-Sell, & On-Line*

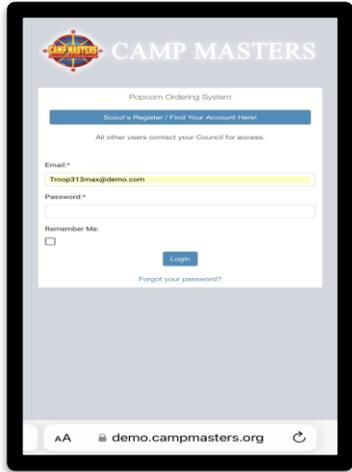
Secure Payments    Safe and Secure SSL Encrypted

Powered by **stripe**

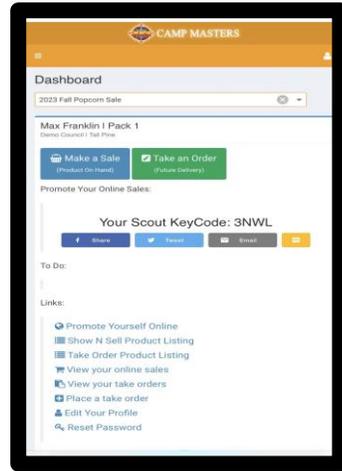
**TOP 20 COMPANIES  
USING STRIPE AS THEIR  
PAYMENT PROCESSING  
PARTNERS**

**AMAZON / ALIEXPRESS /  
APPLE / ETSY / WALMART  
/ TARGET / WAYFAIR /  
ASOS / SAMSUNG /  
eBAYUK / MERCARI /  
WISH / OTTO / NEWEGG  
CHEWY / WALGREENS /  
CBS SPORTS / CDISCOUNT  
POSHMARK / FARFETCH**

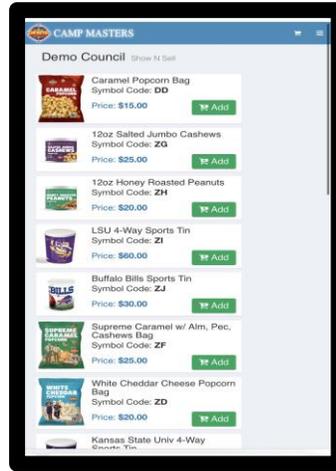
# ACCEPT CREDIT CARDS AS PAYMENT



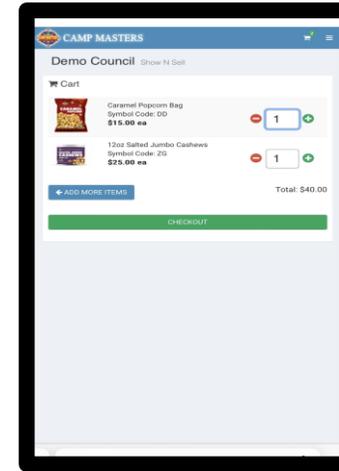
Login to CAMP MASTERS Dashboard, as the Unit Kernel



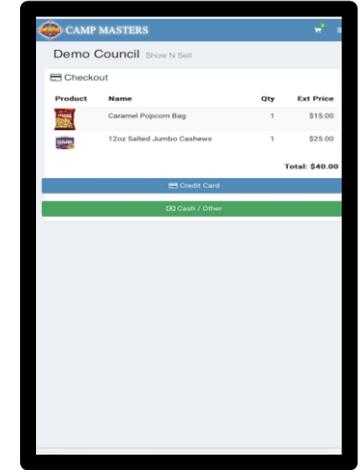
Click "Make A Sale" from the dashboard



This will take you to the products page. Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart



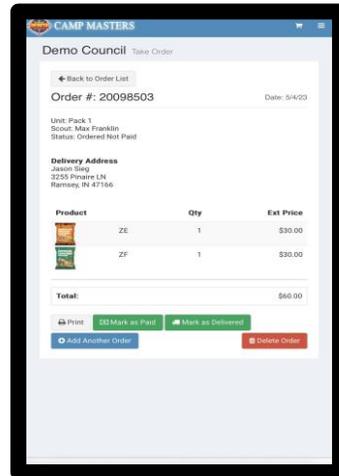
Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart.



A confirmation window will appear. You can either take cash or Credit card for payment



To take payment, you can:  
 1. Have the customer scan QR code for them to enter payment.  
 2. Text them so they can enter payment.  
 3. Enter Information manually.



Mark as paid and delivered if applicable.



- Print out the QR Code associated with the unit
- After the customer has selected their popcorn and would like to use a credit card
- Have the customer scan the QR code, for them to enter payment information

- Home
- Camp Masters
- Main
  - Dashboard
  - Unit Orders
  - Unit Returns
  - Scout Credits
  - Scout Sales
  - Online Orders
  - Take-Order
  - Organization
  - Units
  - Users & Scouts

## Dashboard

2019 Fall Popcorn Sale

Linda Foster | Troop 4071  
Lincoln Heritage Council | Lewis & Clark

### To Do:

**Submit your Unit Commitment Form**

### Links:

- Manage Unit Information
- Setup/Invite Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes

Show-N-Sell Start: 2/6/19 - Due: 8/15/19  
Unit Kickoff 06/31/19  
Returns due 10/01/19 by 3:00pm

- View Product Listing
- Place Unit Order**
- View Unit Orders
- Award Scouts Credit



**Place Unit S&S Order**

Take Order Start: 2/6/19 - Due: 9/30/19  
Payments due to Council by 11/12/19

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

You don't have any sales yet.

Scout Totals

--	--	--	--	--	--

- 🏠 Home
- 📍 Camp Masters ▾
- 🔗 Main ▾
  - 📊 Dashboard
  - 📦 Unit Orders
  - 🔙 Unit Returns
  - 📄 Scout Credits
  - 📄 Scout Sales
  - 🛒 Online Orders
  - 📄 Take-Order
- 👥 Organization ▾
  - 🏠 Units
  - 👤 Users & Scouts

**Click "Place an Order" on Sale Type to be entered**

Unit Order | Choose a Sale

**Show-N-Sell**

Unit orders can be entered starting **2/6/19 12:00 AM** and are due by **8/15/19 12:00 AM**.

Unit Kickoff 06/31/19 Returns due 10/01/19 by 3:00pm

[Place an Order ↕](#)



You may see this screen if you have an existing order or have clicked into "Place an Order" before.

## BACK TO THE KERNEL'S DASHBOAD



# SHOW AND SELL

- Home
- Camp Masters
- Main
  - Dashboard
  - Unit Orders
  - Unit Returns
  - Scout Credits
  - Scout Sales
  - Online Orders
  - Take-Order
- Organization
  - Units
  - Users & Scouts

## Unit Order #787628 | Pack 20 | Iroquois | Lincoln Heritage Council

- SUMMARY
- CONTACT
- PRODUCTS**
- SCOUT SALES

- Back
- Print
- Submit to Council
- Cancel Order



**Click "PRODUCTS" - Available products for sale type will populate on the screen.**

Unit Order #787628 - Not Submitted

**Pickup At:**

Independant II  
7725 National Turnpike,  
Louisville, KY 40214

**Pack 20**

Lincoln Heritage Council  
Iroquois

**Chris Bingham**

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com

Product	Name	Price	Qty	Ext Price
			<b>Total</b>	<b>\$0.00</b>

# SHOW AND SELL

- Home
- Camp Masters
- Main
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  - Unit Orders
  - Unit Returns
  - Scout Credits
  - Scout Sales
  - Online Orders
  - Take-Order
- Organization
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## Unit Order #787635 | Troop 309 | Seneca | Lincoln Heritage Council

SUMMARY CONTACT PRODUCTS SCOUT SALES

Save Layouts Export to Excel Export to PDF Cancel Changes

Image	Code	Product Name	Price	Qty Needed from Scout Sales	Order Quantity	Total
	G	14pk Extra Btr Roasted Summer Corn	\$15.00	0	<input type="text" value="0"/>	\$0.00
	KK	13oz Cinn Crunch Popcorn Tin	\$20.00	0	0	\$0.00
	L	Caramel Popcorn Tin	\$10.00	0	0	\$0.00
	MM	22 Pk Movie Theater Extra Butter MW	\$25.00	0	0	\$0.00
	P	3 Way Cheesy Cheese Tin	\$35.00	0	0	\$0.00

Click Save when finished with order.

Must be entered in container quantities equal to full cases.

# SHOW AND SELL

- Home
- Camp Masters
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  - Unit Orders
  - Unit Returns
  - Scout Credits
  - Scout Sales
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  - Take-Order
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## Unit Order #787635 | Troop 309 | Seneca | Lincoln Heritage Council

- SUMMARY**
- CONTACT
- PRODUCTS
- SCOUT SALES

- Back
- Print
- Submit to Council
- Cancel Order

Once order is complete and saved, click "SUMMARY" to review. Click "Submit to Council" You can print a copy for your records from here.

### Unit Order #787635 - Not Submitted

#### Pickup At:

Brandeis 1; Bay 1 Seneca  
1801 Watterson Trail,  
Louisville, KY 40299

#### Troop 309

Lincoln Heritage Council  
Seneca

#### Katie Everette

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Product	Name	Price	Qty	Ext Price
	G 14pk Extra Btr Roasted Summer Corn	\$15.00	16	\$240.00
	KK 13oz Cinn Crunch Popcorn Tin	\$20.00	16	\$320.00

CampMasters | Camp Masters x

https://demo.campmasters.org/CampMasters/UnitOrder

# SHOW AND SELL Order Revision

Katie Everette

## Unit Orders

Council: Lincoln Heritage Council District: Seneca  
Drive: 2019 Fall Popcorn Sale Sale: Show-N-Sell

+ Create Unit Order ✓ Approve 🖨 Picking Tickets 🔄 Layouts Export to Excel 📄 Export to PDF

<input type="checkbox"/>	Sale	Order #	Status	Warehouse	Unit Type	Unit Number	Contact Name	Contact Email	Contact Phone	
<input type="checkbox"/>	Show-N-Sell	787635	Submitted	Brandeis 1;...	Troop	309	Katie Evere...	abohannon...		...

Page 1 of 1 (1 items) < 1 > Page size: 25

- If you need to make changes to your submitted order, go back to your Dashboard and click "Place Unit Orders."
- Screen will show all orders; click "View / Revise Order" for the appropriate order.
- This will open up the order to allow changes.
- ANY CHANGES MUST BE MADE BEFORE JULY 7<sup>th</sup>.

# SHOW AND SELL Order Revision

Unit Order #787635 | Troop 309 | Seneca | Lincoln Heritage Council

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SUMMARY CONTACT PRODUCTS SCOUT SALES

Save Layouts Export to Excel Export to PDF Cancel Changes

**Click product to be changed. Once order is revised, click on "Save" and then click on "SUMMARY."**

Image	Code ↑	Product Name	Price	from Scout Sales	Order Quantity	Total
	G	14pk Extra Btr Roasted Summer Corn	\$15.00	0	<input type="text" value="16"/>	\$240.00
	KK	13oz Cinn Crunch Popcorn Tin	\$20.00	0	16	\$320.00
	L	Caramel Popcorn Tin	\$10.00	0	24	\$240.00
	MM	22 Pk Movie Theater Extra Butter MW	\$25.00	0	18	\$450.00
	P	3 Way Cheesy Cheese Tin	\$35.00	0	5	\$175.00



# SHOW AND SELL Order Revision

- Home
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## Unit Order #787635 | Troop 309 | Seneca | Lincoln Heritage Council

[SUMMARY](#)   [CONTACT](#)   [PRODUCTS](#)   [SCOUT SALES](#)

[Back](#)   [Print](#)   [Submit to Council](#)   [Cancel Order](#)

Unit Order #787635 - **From the Summary page, click "Submit to Council." Print your revised order for your records.**

Submitted @ 2/28/19 3:04 PM by Katie Everette  
 Revised @ 2/28/19 3:41 PM by Katie Everette  
 Revised @ 2/28/19 3:41 PM by Katie Everette

### Pickup At:

Brandeis 1; Bay 1 Seneca  
 1801 Watterson Trail,  
 Louisville, KY 40299

### Troop 309

Lincoln Heritage Council  
 Seneca

### Katie Everette

4 [Redacted] 4116  
 N [Redacted]  
 L [Redacted]  
 P [Redacted]  
 E [Redacted]s.edu

Product	Name	Price	Qty	Ext Price
	G 14pk Extra Btr Roasted Summer Corn	\$15.00	32	\$480.00



# How to Assign Scouts SHOW AND SELL Credit

Scout Credit for: Pack 9000 - 2022 Show and Sell

Total Show & Sell Sales dollars displays

Total credit already allocated to Scouts displays

Unit Sale Total: \$0.00  
Credited: \$0.00



Distribute to Selected Save Cancel Layouts Export to Excel Export to PDF

<input type="checkbox"/>	Scout	↑ ↓	Credit
<input type="checkbox"/>	Brenda Test		0
<input type="checkbox"/>	Samantha Jones		\$0.00

OR

Select Scouts to distribute Total Show & Sell sales dollars to.

Enter Show & Sell sales dollars for each Scout individually.

- Home
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## Dashboard

2019 Fall Popcorn Sale

Linda Foster | Troop 4071  
Lincoln Heritage Council | Lewis & Clark

### To Do:

**Submit your Unit Commitment Form**

### Links:

- Manage Unit Information
- Setup/Invite Scouts
- View Scout Online Sales
- View Unit Invoice
- Order Prizes

Show-N-Sell Start: 2/6/19 - Due: 8/15/19  
Unit Kickoff 06/31/19  
Returns due 10/01/19 by 3:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 2/6/19 - Due: 9/30/19  
Payments due to Council by 11/12/19

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

**Place Unit Take Order**

You don't have any sales yet.

Scout Totals

--	--	--	--	--	--

# Take Order

Door to Door Sales net higher sales values and we can control social distancing in a more comfortable manner



- Coach Families/Scouts to approach the houses on their block as a start
- Promote a set presentation and be in Class A uniforms so they are recognized
- Be effective by selling in a group, covering an entire neighborhood as a Unit
  - Great way to move unsold Show and Sell product/inventory
  - Use Door Hangers for a leave behind at homes where you miss the residents
- Coach them on your area's safety requirements

**AVERAGE \$200-\$400 per Scout Hour!**

Best Practice: Collect Money at point of sale

# Scouts CAN NOW ACCEPT CREDIT CARDS when SELLING DOOR-TO-DOOR, without additional devices and applications!



## CAMP MASTERS

### Popcorn Ordering System

[Scout's Register / Find Your Account Here!](#)

All other users contact your Council for access.

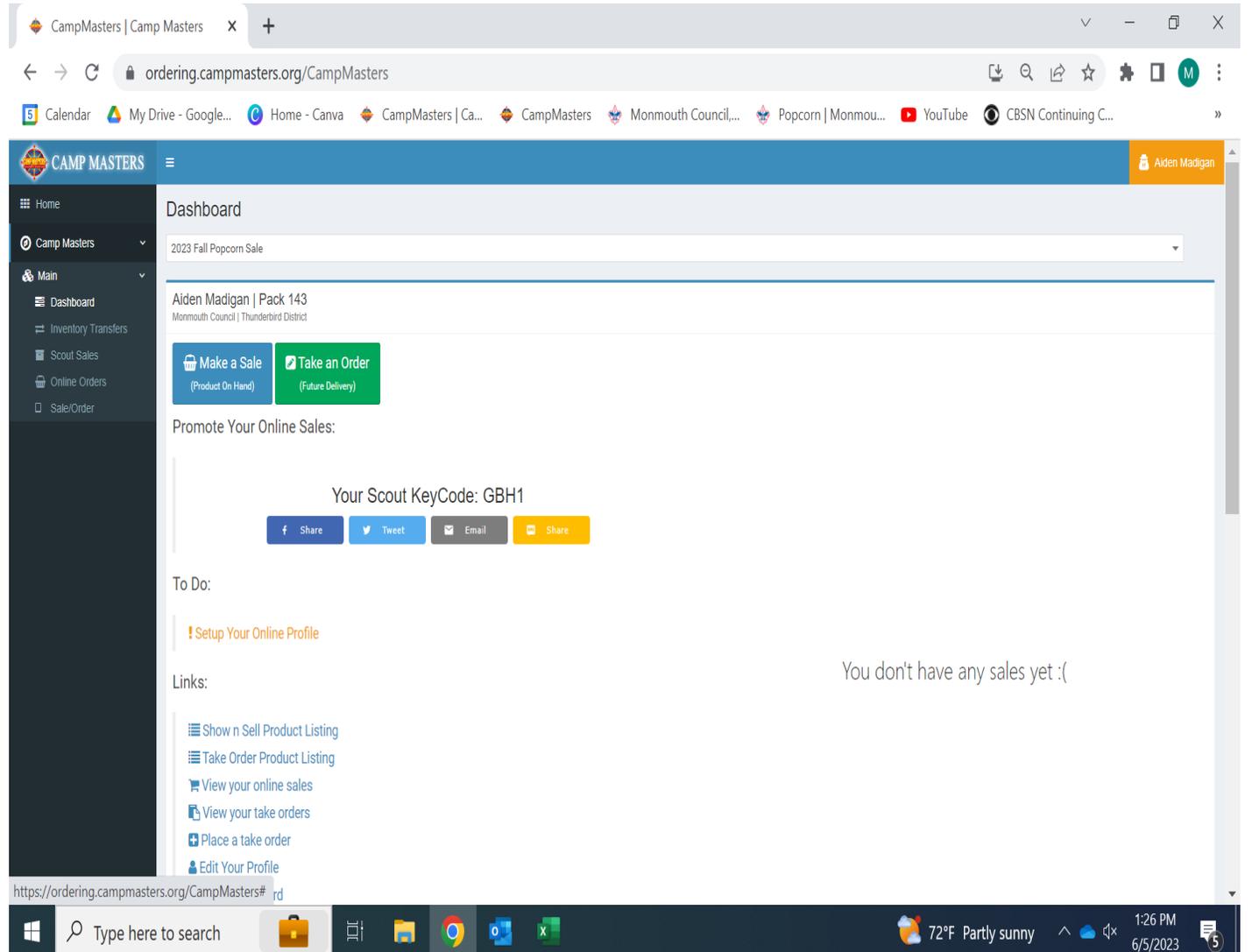
Email:\*

Password:\*

Remember Me:

[Login](#)

[Forgot your password?](#)



ordering.campmasters.org/CampMasters

CAMP MASTERS

Aiden Madigan

### Dashboard

2023 Fall Popcorn Sale

Aiden Madigan | Pack 143  
Monmouth Council | Thunderbird District

[Make a Sale](#) (Product On Hand) [Take an Order](#) (Future Delivery)

Promote Your Online Sales:

Your Scout KeyCode: GBH1

[Share](#) [Tweet](#) [Email](#) [Share](#)

To Do:

- Setup Your Online Profile

You don't have any sales yet :(

Links:

- Show n Sell Product Listing
- Take Order Product Listing
- View your online sales
- View your take orders
- Place a take order
- Edit Your Profile

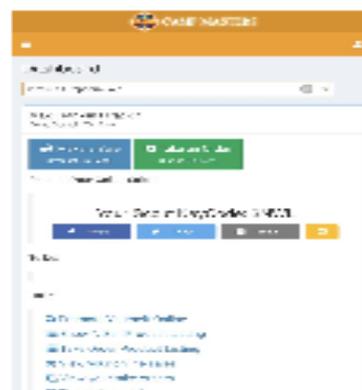
https://ordering.campmasters.org/CampMasters# rd

72°F Partly sunny 1:26 PM 6/5/2023

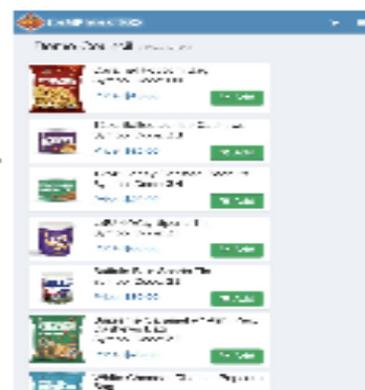
# Scouts Enters Customer Order when Selling Door-To-Door AND ACCEPT CREDIT CARDS AS PAYMENT



**Login to CAMP MASTERS Dashboard**



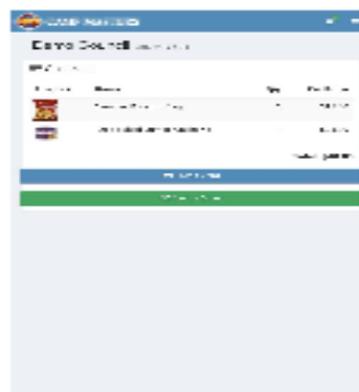
**Click "Place a Take Order" from the dashboard**



**This will take you to the products page. Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart**



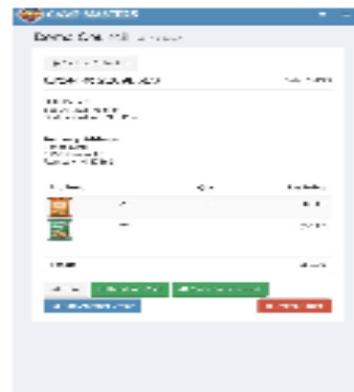
**Scroll down to find the requested product. Then click "Order" to add the item to the shopping cart.**



**A confirmation window will appear. You can either take cash or Credit card for payment**



**To take payment, you can:**  
**1. Have the customer scan QR code for them to enter payment.**  
**2. Text them so they can enter payment.**  
**3. Enter Information manually.**



**Mark as paid and delivered if applicable.**

## Tools and Support Available

Visit [www.campmasters.org](http://www.campmasters.org) FAQs, training materials, training videos, etc.

<https://www.monmouthbsa.org/popcorn>



Our Videos

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Setting Up Council Sales Products and Commissions | CAMP MASTERS POPCORN

SCOUTS: Add CAMP MASTERS App to Your Smartphone | CAMP MASTERS POPCORN

Adding Council Users | CAMP MASTERS POPCORN

Adding Warehouses | CAMP MASTERS POPCORN

Create a Stellar Scout Profile | CAMP MASTERS POPCORN

Importing Districts | CAMP MASTERS POPCORN

Importing Units | CAMP MASTERS POPCORN

Place Your Unit Show-N-Sell Order | CAMP MASTERS POPCORN

Preparing and Submitting Your Council Order | CAMP MASTERS POPCORN

Scout Registration with Parent or Guardian Email Address | CAMP MASTERS POPCORN

Scout Registration with Own Email Address | CAMP MASTERS POPCORN

Send Single Sign on Link to Unit Leaders | CAMP MASTERS POPCORN

Send Your Scouts a Single Sign-on Link | CAMP MASTERS POPCORN

Unit Leaders Smartphone APP Setup | CAMP MASTERS POPCORN

How to Place Scout Take Order | CAMP MASTERS POPCORN

Videos

Helpful  
How-to Videos  
&  
Materials

Our Materials

Maximize Your Sale

Products

Prizes

High Achiever Prizes

How To Order Popcorn

FAQ

Top Sellers

Product Images

Tins/Cartons/Bags Images

Bundles Online Only Images

Social Graphic For Popcorn Sale 2021

Councils How to Sell Inventory to Units

How a Council can do a Unit Return

How to Enter Unit Take Order

2022 Email Communications

2022 SCOUTS ONLY Marketing Guide

Car Magnet

CM Door Hanger 2021

Creating a Great Scout Bio

Popcorn Bingo

Scout Business Card Print at Home Template

Scout Business Card VistaPrint Template

Scouts Register with CAMP MASTERS Instructions

Window Cling

2021 Online Products Flyer

How to Place Unit Show & Sell Order

Unit Commitment PowerPoint

How to Import Your Scout Roster

Scout Import Excel Example

Upload Templates

2022 CAMP MASTER Kernal Guide

Social Media Posts for Scouts & Parents

How to Import Your Scout Roster

Hot to Place a Council take Order

How to move A Scout to a New Unit

How to Enter Scout Take Orders

2022 CAMP MASTERS Marketing Guide

2022 High Achiever Form

Materials

# CAMPMASTERS Social Media



## CAMP MASTERS Units, Parents & Scouts

Private group · 120 members



## CAMP MASTERS Councils & Unit Leaders

Private group · 56 members



Joined + Invite

*Join for Ideas and Contests*

**Q & A**

# Take Order Sale

- CAMP MASTERS
- Home
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  - Unit Returns
  - Scout Credits
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- Organization
  - Units
  - Users & Scouts

## Dashboard

2019 Fall Popcorn Sale

Linda Foster | Troop 4071  
Lincoln Heritage Council | Lewis & Clark

To Do:  
**Submit your Unit Commitment Form**

- Links:
- Manage Unit Information
  - Setup/Invite Scouts
  - View Scout Online Sales
  - View Unit Invoice
  - Order Prizes

Show-N-Sell Start: 2/6/19 - Due: 8/15/19  
Unit Kickoff 06/31/19  
Returns due 10/01/19 by 3:00pm

- View Product Listing
- Place Unit Order
- View Unit Orders
- Award Scouts Credit

Take Order Start: 2/6/19 - Due: 9/30/19  
Payments due to Council by 11/12/19

- View Product Listing
- Place Unit Order
- View Unit Orders
- View Scout Take Orders
- Place a Scout Take Order

**TAKE ORDERS CAN BE ENTERED AT THE SCOUT LEVEL – EITHER BY THE LEADER OR BY THE SCOUT**

**If UNIT is not entering at the Scout Level, click "Place Unit Order."**

You don't have any sales yet.

# Take Order Sale

Unit Order | Choose a Sale

**Show-N-Sell**  
Unit orders can be entered starting 2/6/19 12:00 AM and are due by 8/15/19 12:00 AM .  
Unit Kickoff 06/31/19 Returns due 10/01/19 by 3:00pm  
Place an Order ↕

**Take Order**  
Unit orders can be entered starting 2/6/19 12:00 AM and are due by 9/30/19 12:00 AM .  
Payments due to Council by 11/12/19  
Place an Order ↕

**Click "Place an Order" on Sale Type to be entered**

**Make sure to click CORRECT SALE TYPE!**

You may see an option to select a sale type. Select "Take Order"

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# Take Order Sale

Unit Order #787641 | Troop 90 | Lincoln Trail | Lincoln Heritage Council

SUMMARY CONTACT PRODUCTS SCOUT SALES

Back Print Submit to Council Cancel Order

Unit Order #787641 - Not Submitted

Pickup At: Service First Warehouse  
907 Peterson Drive,  
Elizabethtown, KY 42701

Troop 90  
Lincoln Heritage Council  
Lincoln Trail

Monica Hill  
343 [redacted]dfordsville Rd,  
Leb [redacted]  
Ph [redacted]  
Em [redacted]m

Product	Name	Price	Qty	Ext Price
			Total	\$0.00

Copyright © 2019 Camp Masters. Version 19.3.6.15

# Take Order Sale

Unit Order #787641 | Troop 90 | Lincoln Trail | Lincoln Heritage Council

SUMMARY CONTACT PRODUCTS SCOUT SALES

Save Layouts Export to Excel Export to PDF Cancel Changes

Image	Code	Product Name	Price	Qty Needed from Scout Sales	Order Quantity	Total
	A	5 Way Chocolatey Treasure	\$60.00	0	<input type="text" value="3"/>	\$180.00
	E	Supreme Caramel w/Alm, F	\$25.00	0	4	\$100.00
	G	14pk Extra Btr Roasted Sur	\$15.00	1	6	\$90.00
	L	Caramel Popcorn Tin	\$10.00	1	10	\$100.00
	MM	22 Pk Movie Theater Extra	\$25.00	0	5	\$125.00
	P	3 Way Cheesy Cheese Tin	\$35.00	2	7	\$245.00
	VV	Chocolatey Drizz Caramel	\$25.00	0	20	\$500.00
	WW	\$50 Military Donation	\$50.00	1	12	\$600.00

**“Qty Needed from Scout Sales” will populate based on any order a Scout has submitted electronically (see “Scout Sales” top of Dashboard).**

**“Order Quantity” column can be adjusted for Take Order to account for any unit inventory/leftover product.**

**Scout Take Order quantities will appear in “Qty Needed from Scout Sales.” Do not adjust this number as this is for actual Scout Sales.**

# Take Order Sale

Unit Order #787641 | Troop 90 | Lincoln Trail | Lincoln Heritage Council

SUMMARY CONTACT PRODUCTS SCOUT SALES  
Save Layouts Export to Excel Export to PDF Cancel Changes

Image	Code	Product Name	Price	Qty Needed from Scout Sales	Order Quantity	Total
	A	5 Way Chocolatey Treasures Tin	\$60.00	0	3	\$0.00
	E	Supreme Caramel w/Alm, Pec, Cashews Tin	\$25.00	0	4	\$0.00
	G	14pk Extra Btr Roasted Summer Corn	\$15.00	1	6	\$0.00
	L	Caramel Popcorn Tin	\$10.00	1	10	\$0.00
	MM	22 Pk Movie Theater Extra Butter MW	\$25.00	0	5	\$0.00
	P	3 Way Cheesy Cheese Tin	\$35.00	2	7	\$0.00
	VV	Chocolatey Drizz Caramel	\$25.00	0	20	\$0.00
	WW	\$50 Military Donation	\$50.00	1	12	\$0.00
	YY	12 pk Sweet & Salty Kettle Corn MW	\$15.00	2	10	\$0.00
	ZA	3 Way Premium Tin	\$45.00	2	8	\$0.00
	ZZ	\$30 Military Donation	\$30.00	0	9	\$0.00

Click "Save" when complete.  
Be sure to review quantities  
and total dollars ordered.

Once order is complete and saved, click  
"SUMMARY" to review.

