

# TAKE YOUR SALES TO THE TOP

Fund Your Adventures



Over 73% goes to local Scouting

SET YOUR SALES GOAL

\$ \_\_\_\_\_

Map out your trek to the top of your sales tracker.

- 1 Work with your leader to set your Sales Goal
- 2 Post your Goal Setting poster on your refrigerator or bulletin board
- 3 Color the mountain peak to mark your progress toward your Sales Goal
- 4 Turn over your poster and learn how selling popcorn can help you advance in Scouting!

CHECKPOINT  
CHALLENGE  
Scout Sales Tracker

Track Your Progress

100%

90%

80%

70%

60%

50%

40%

30%

20%

10%

# Selling Trail's End is SIMPLE

**S**mile  
**I**ntroduce Yourself  
**M**ention Your Sales Goal  
**P**resent Your Products  
**L**eave Your Scout Card  
**E**xpress Your Thanks

And remember to always wear your uniform to show your enthusiasm for Scouting.



## STAY ON TRACK FOR COLLEGE.

**Sell \$2,500, earn a scholarship**

6% of your sales each year is invested in your own Trail's End Scholarship Account.

For more info, go to [Sell.Trails-End.com](http://Sell.Trails-End.com)



# PATH TO ADVANCEMENT

## Cub Scout Advancement Opportunities



### TIGERS



Curiosity, Intrigue and Magical Mysteries

Create a secret code to use during your Popcorn Sale **(Req. 4)**



Stories in Shapes

Create an art piece advertising your Popcorn Sale **(Req. 1b)**



Tiger Tales

Create your own Tall Tale about your Popcorn Sale **(Req. 2)**



### WOLVES



Howling at the Moon

Pick one of the four forms of communication **(Req. 1)** and create a Popcorn Skit **(Req. 2)**



Paws on the Path

Tell what the Buddy System is and why you need to use it during your Popcorn Sale **(Req. 2)**



### BEARS



Baloo the Builder

Select and build one useful and one fun project for your Popcorn Sale **(Req. 3)**



### WEBELOS



Art Explosion

Create a Popcorn Sale poster **(Req. 3f)** or a T-shirt or hat **(Req. 3g)** for display at your Show 'n' Sell



Build It

Create and build a carpentry project to advertise your Popcorn Sale **(Req. 2)**  
List all the tools you used to build it **(Req. 3)**  
Check which ones you've used for the first time **(Req. 4)**



Movie Making

Create a story about your Popcorn Sale and do ALL requirements for Movie Making **(Req. 1-3)**

## Merit Badge Opportunities



Art

**For requirements 5a** – Produce a Popcorn Sale poster for display



Communication

**For requirement 2b** – Make a Popcorn Sales presentation to your counselor  
**For requirement 6** – Show your counselor how you would teach others to sell Popcorn



Digital Technology

**For requirements 6d** – Create a report on what you and your troop can do with the funds earned from selling Popcorn



Graphic Arts

**For requirements 3 and 4** – Design a poster for use during the Popcorn Sale, and follow the various steps described for ONE of the printing methods to produce copies of the poster



Journalism

**For requirement 3d** – Create a 200 word article about your Troop's Popcorn Sale



Movie Making

**For requirement 2** – Create a storyboard and video designed to show how to sell popcorn



Personal Management

**For requirements 5, 8, 9** – Define your Popcorn Sales Goal. Create a plan, and make a calendar for how you will achieve your goal with all your other activities



Photography

**For requirement 5a, b, f** – Take photographs of popcorn, Scouts selling popcorn, and other activities related to the sale. Then, arrange the prints with captions to tell a story of the sale **(Req. 7)**



Plant Science

With Counselor permission, use Trail's End educational materials to show how popcorn hybrids are grown and processed **(Requirements 8a and 8b-Corn Option)**



Public Speaking

**For requirement 2** – Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop



Salesmanship

**All requirements** for this merit badge may be completed through the Popcorn Sale



Truck Transportation

**For requirement 10** – Describe what kind of truck would be needed to ship popcorn from the factory to your Council, tell how the popcorn would be packed, estimate the time for the trip and explain what would be the best way to unload the shipment