Have fun selling! Use the following script to MAXIMIZE your sales:

"Hi Sir / Ma'am, my name is _______________. I’m a Scout with Pack/Troop #_______. We’re selling popcorn to help raise money for our Pack/Troop. You can help us by trying some of our delicious popcorn. You’ll help us, won’t you?"

### Fundraising for the Future!

<table>
<thead>
<tr>
<th>Unit #</th>
<th>Scout Name</th>
<th>Phone No.</th>
<th>My Goal/Prize</th>
<th>Total Sales All Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Make Checks Payable to: LaSalle Council

Visit our website: www.campmasters.org

BSA logo, trade dress of Cub Scouting and Scouts BSA uniforms, & the emblems & badges of rank thereon are trademarks of the Boy Scouts of America. Used with permission.

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### Support the Military and Scouting Too!

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Price</th>
<th>Military Donation</th>
</tr>
</thead>
<tbody>
<tr>
<td>ZZ</td>
<td>Support the Military and Scouting Too!</td>
<td>$30</td>
<td>WW $50 Military Donation</td>
</tr>
</tbody>
</table>

Choose Item ZZ and CAMP MASTERS will send $50 worth of popcorn to our military personnel.

Choose Item WW and CAMP MASTERS will send $30 worth of popcorn to our military personnel.

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### All Products Trans Fat Free and Non-GMO Popcorn

* Package/Tin may change; subject to availability.

** Some popcorn varieties are lighter than others. Popcorn weight is measured in ounces. Volume of tin is measured in gallons.

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### Thank you for supporting Scouting

**Premium Tin**

A rich sampling of **THREE** most decadent products: Chocolatey Caramel, Sweet & Salty Kettle, & Butter Toffee Caramel popcorn — 3 oz.

**3-Way Cheesy Cheese Tin**

Celebrate Scouting with a simply sensational collection of White and Yellow Cheddar Cheese along with a zesty Cheesy Salsa popcorn (3 BIG Bags!) — 15 oz.

**Supreme Caramel Crunch** with Almonds, Pecans, and Cashews

Buttery sweet gourmet caramel corn with nuts — 14 oz.

---

### 14 Pack Extra Butter Roasted Summer Corn

If you like buttery corn on the cob, you’ll love this EXTRA BUTTER flavor popcorn!

**Purple Popping Corn Jar**

This delicate popcorn contains antioxidants, has virtually no hulls and TASTES GREAT! No Artificial Anything.

**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!

**Sea Salt BIG Bag**

Light & Crispy Sea Salt Popcorn. No Artificial Anything ONLY 35 calories per cup — 3.7 oz.

**6 Pack Butter Microwave Popcorn**

A convenient way to enjoy popcorn with a rich buttery flavor anytime of the day. ONLY 35 CALORIES per cup!
NEW IN 2020 for MORE “YESSES” for SCOUT FUNDRAISING!

FREE SHIPPING for ALL Online Orders!

Customize your profile – share it – CAMP MASTERS delivers it!

- Each Scout can reach friends and family anywhere/anytime by sharing your Scout Account via email and social media.
- Sign up/register or find your Scout account @ ordering.campmasters.org
- Customers order & pay on our shopping cart: www.popcornordering.com

*** MORE CONTACTS = MORE SALES = MORE SCOUTING FUN! ***

NEW SCOUT DIGITAL TAKE ORDER FORM

Once your Scout has been set up, use your MOBILE DEVICE to take customer orders anywhere!

- Door-to-Door
- S&S Storefronts
- Phone/Text
- Local Business
- Work/Community

SAVE CAMP MASTERS PAGE TO YOUR “HOME SCREEN” on your device; an icon will be added for QUICK AUTO LOG IN

The LaSalle Council Popcorn Sale is an important part of your Scout’s Scouting experience. It provides the necessary funding for all the great programs they get from the Unit and the LaSalle Council. To make this year’s sale a success, we need your support.

- Help your Scout set a goal and encourage them to reach the sales level and prize they have chosen.
- Make sure that your Scout gets the opportunity to sell to friends, neighbors and relatives.
- Remind your Scout that the biggest reason people do not buy is because they are not asked.
- Help your Scout’s sale by taking a Popcorn Order Form to work with you.

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To receive Text Messages on Popcorn Sale Updates
Scan QR Code or Text lspopcorn to 21777

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Important Dates
- September 1, 2020 - Sale Starts
- November 1, 2020 - Sale Ends

Other Dates
- Confirm with your unit
- Date when popcorn orders, prizes, and high achiever selections are due to your Unit Leader
- Date when all money is due to your Unit Leader

GREAT REASONS TO SELL POPCORN

Everybody loves Popcorn!!

- Popcorn is America’s #1 FAVORITE SNACK and 3 out of 4 people will buy when asked.
- Scouts build confidence, self-esteem, learn life skills, goal setting & how to EARN their own way.
- Money raised stays LOCAL to support Scouts, Units, and Council programs

3 WAYS TO SELL:
- Door-to-Door/Take Order * Show & Sell * Online!

TAKE “AIM”

By setting your goals, share goals with potential customers, & GO FOR IT!
CHOOSE A PRIZE AND GO FOR IT!

Scouts can qualify for BOTH standard prizes AND an additional CAMP MASTERS High Achiever Prize.

My prize goal is:

My popcorn goal is:

Descriptions of Prizes Available at www.kellerprizeprogram.com

LaSalle Council
www.laslalcouncilbsa.org
Council ID: 165LSC
For Popcorn Related Questions: Council Office: (574) 289-0337
For Prize Related Questions GCC/Keller Marketing: (888) 351-8000

GUIDELINES to Select Prizes

(1) Prizes earned based on individual sales. No combining of sales with other Scouts.
(2) Sell any item and receive the Popcorn Sale Patch.
(3) Sell $200 & select your choice of prize at the $200 level.
(4) Sell $350 or more & select a prize from the level you achieve or select prizes from the lower levels as long as the total of the prize levels does not exceed the prize level achieved. Example: If you sell $650 in popcorn, you may select ONE prize from the $650 Level or ONE prize from the $450 Level and ONE prize from the $200 Level.
(5) Parent’s permission required and a Whittling Chip or Totin’ Chip to order a knife.
(6) All prizes will ship to your Unit Leader.
(7) If a prize is no longer available a substitute of equal or greater value will be shipped.
(8) Turn in your prize order with your popcorn order.

CAMP MASTERS 2020
High Achiever Prizes

$3,000 & Up Club

NEW Camping Package!
(2-Person Water Resistant Tent, 6 in 1 Grilling Tool with case, Hammock, Cooler Chair Backpack, Camp Stove with 2 burners, Bluetooth Speaker w/ Powerbank & Lantern) OR Visa Debit Card for 5% of total sales.

Example: $3000 = $150 debit card. Visa Debit Cards will be rounded to nearest $10.

CM High Achiever prizes are not cumulative. Select only ONE prize. See prize form for more details at campmasters.org.

DID YOU KNOW?
Scouts Online Sales at PopcornOrdering.com count towards your prizes!

SELL $400 ONLINE
EARN $10 GIFT CARD!

Grab Bags - Be surprised - Each Grab Bag is valued at 50% more than the other prizes within that level. The prizes included in each Grab Bag may not be pictured on this brochure. Grab Bags within each shipment to each Unit will be identical.