

NORTHERN STAR SCOUTING

2026 POPCORN SALE LEADER GUIDE



USE THIS GUIDE TO UNLOCK YER TREASURE!

2026 POPCORN SALE CALENDAR

Pre-Sale Prep

Aug 5 (and beyond)	Sign up for Storefront Sales in TE Leader Portal (see p. 6)	
Aug. 1-31	Set Unit & Scout Goals. Set your unit Popcorn Kickoff Date for Sept.	
Tues. Aug. 18	Home Delivery Info due via survey link emailed out	11:59 p.m.
Wed. Aug. 26	Show & Deliver Order Due at Trails-End.com	11:59 p.m.
Sept. 8-16	Home Deliveries Dropped off	Varies by area
Thurs, Sept. 10	Show and Deliver Popcorn Distribution	Varies by area
Sun. Sept. 13	Training completion to qualify for 3% bonus	11:59 p.m.
Fri. Sept. 18	Council Kickoff—Base Camp, Hermantown, Mankato	5-8 p.m.

During the Sale

Sat. Sept. 19	SALE STARTS!	8:00 a.m.
Sun./Mon. Oct. 4-5	Early Returns- Full cases only (see page 8)	5-7 p.m.
Sun. Nov. 1	SALE ENDS!	11:59 p.m.
Tues. Nov. 3	Trail's End sale report run for NSC top seller awards	11:59p.m.

After Sale Wrap Up

Sun. Nov. 8	Final Returns	Varies by area
Sun. Nov. 8	Take Orders Due	11:59 p.m.
Nov. 16-18	T.O. Home Deliveries Dropped Off	Varies by area
Thurs. Nov. 19	Take Order and Prize Distribution	Varies by area
Tues. Dec 15	Payments Due to Council office	5:00 p.m.

Updates can be found at www.buyscoutpopcorn.com

LEADER GUIDE INDEX

- p. 2..... Calendar and index
- p. 3..... What's new?, 2026 products
- p. 4..... Leader Portal
- p. 5 TE App
- p. 6..... Sale Types
- p. 7..... Orders, Distribution, delivery
- p. 8..... Re-orders, Transfers, Returns
- p. 9..... Damages, Inventory, Payments
- p. 10... Commissions, HH program
- p. 11... Kick-off
- p. 12... Prizes
- p. 13-15 Sale calendar
- p. 16.... Popcorn team contacts

WHAT'S NEW IN 2026?

- **NEW AND IMPROVED Trail's End Leader Portal**
 - Mobile friendly website (still NOT an app)
 - Better Storefront filtering, map
 - Split reservations and return unused hours
 - Unfilled shifts release on TUESDAYS
 - New TE Onboarding process – please do this!
 - Simplified finance page
 - More info on p.4
- Scout access is app only, no more website
- **TE Rewards points**
 - Each point = 1 penny in gift cards, even between levels
 - Earn 4 points per \$1 for credit and online sales
 - 1 bonus point per \$1 for HH sales
 - Bonus points for hitting level tiers (starting at \$600 in sales)
 - Leaders can release rewards one Scout at a time
- **Storefront Splits**
 - Choose to split by shift or individual sale.
- Popping Corn replaced with ready-to-eat Sea Salt popcorn
- Damage reports go directly to TE – see p.9 for details
- Prizes at the beginning of the sale?!? – see p. 12 for details
- Northern Star charges a 2.5% fee for all credit card payments (began 1/1/26)
 - Avoid this by submitting your final payment by check, or collect CC payments while selling so TE owes YOU money - TE still covers those fees!



<https://support.trails-end.com/en/articles/15566203-what-s-new-for-2026-video>

2026 PRODUCTS

Most products still @ \$20

Sea Salt replaces Popping Corn



**WHITE
CHEDDAR
POPCORN**
\$20



**SALTED
CARAMEL
CORN**
\$20



**SWEET & SALTY
KETTLE CORN**
\$20



**SEA SALT
POPCORN**
\$20



**MICROWAVE
BUTTER
POPCORN**
\$25



**CHOCOLATEY
PRETZELS**
\$30

WHO ARE YOU?

Council: **Northern Star Council**

District: **Alpha Letter** (Area within the Council,)

Unit Type: **Pack, Troop, Crew, Post, or Ship**

Unit Number: **4-Digit Number**

Knowing these four things will help keep things accurate with data entry and app usage. Please include these four things on all paperwork or emails to Bill and Becki to make things go smoothly. At the council level, each unit is assigned a 4 digit number to ensure that you're not mixed up with someone else. You might not be the only Pack 123, so your council designation could be Pack 9123. Also, some units have moved to new districts since last year's sale. If you are not sure of any of this information, email popcorn@northernstar.org.

LEADER PORTAL - trails-end.com

The leader portal is your key to keeping track of your sale. Log in to access your dashboard.

NOTE: Your Leader portal login is NOT your Scout's selling app login(s) and can only be accessed via the website.

TOGGLE BETWEEN UNITS

Onboarding

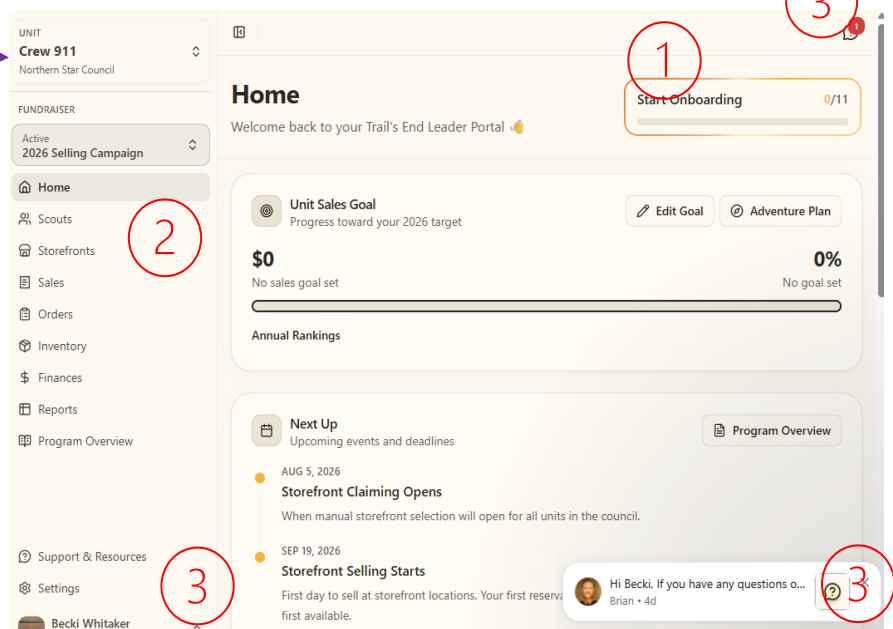
Click on "Start Onboarding" at the top right of your portal, and follow the instructions to commit your unit to the sale and give us info like approximate number of Scouts selling, where you'd like to have Storefront Sale options, and more! This helps Northern Star and Trail's End plan for the sale, and must be done before you can sign up for Storefronts.

Left Side Menu

Click through these menu options to see everything you need to manage your sale. Invite Scouts, sign up and manage Storefronts, track Scouts' sales, unit inventory, and finances.

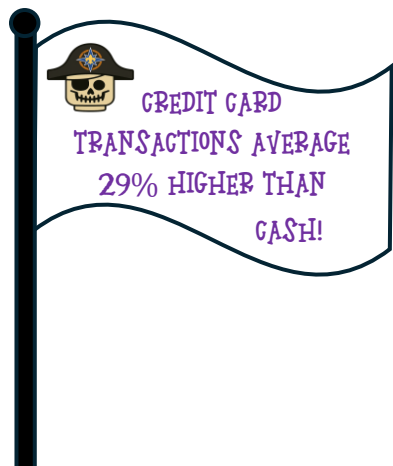
Help Options - Help is available all over the page!

- 24/7 Chat help is available from the new AI Bot, Fin. You can ask for a real person at any point. This is accessed at the top right (? icon) and lower right of the page and the "Support & Resources" tab of the menu.
- Click on "Support & Resources" to see a mini-menu pop up with options to chat, sign up for webinars, look at resources, and more.
 - Live Q&A session run July 20 – Aug 19. *These are different from the Northern Star trainings and do not count for the training bonus*
- You can also visit support.trails-end.com for FAQ articles and webinar options.



TRAIL'S END APP

FEATURES



- Sales
 - Tap to Pay - easy credit card sales with no reader needed
 - Free Credit Card Processing - Paid by Trail's End!
 - Share your online site in person or electronically
 - Track inventory and undelivered Wagon Sales
 - Families can turn in cash payments via CC (bonus rewards points!)
- Storefront sign up and sales
- Track and redeem TE rewards
 - Scouts enter sales in the app to qualify for prizes
- New in 2026: The app is now the only way for Scouts to access Trail's End
- Used by over 14,500 units & 160K Scouts—95% of NSC Scouts use the app

SHARE MY PAGE

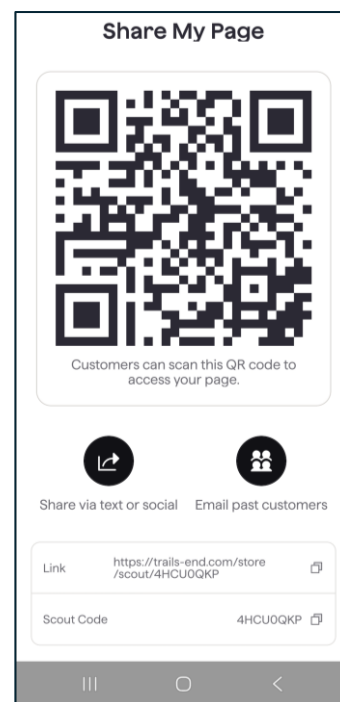
There are many ways to share your page with potential customers. The more places you share, the more you sell! Try including a photo or video of your Scout(s) in action to boost attention!

Step 1—Tap the share icon  at the bottom of the app.

Step 2—Select how you want to share:

- **QR code**- Customers can scan the QR code using their camera
- **Share via text or social**- Send the link with an editable pre-populated message.
- **Email past customers**- Choose past customers and ask them to support you again.
- **Copy your online page link**- Copy the link to your online page to paste and share with others.
- **Copy your Scout code**- Copy your Scout code to paste and share with others. Your Scout code can be used to find your page using the 'Add a Scout ID' option on trails-end.com.

Step 3—Swipe down to leave the share page and return to your app home screen



MULTIPLE SCOUTS IN A FAMILY?

Trail's End requires that each Scout has their own account to earn rewards. You can create multiple accounts with the same email address as long as the Username is different.

TYPES OF SALES

WAGON SALES – Orders due Wednesday, Aug. 26 at midnight

Wagon Sales provide units the opportunity to have popcorn on hand throughout the sale. This is a proven method to boost sales! Scouts will not need to return at a later date to deliver product or collect money. This product can be sold in the neighborhood, to friends and family, at Storefront Sales (see below), or anywhere else you sell in person. No upfront payment from the unit is required. See the Return Requirements on Page 8 for information on returning product during and after the sale. Keep track of individual Scout's inventory within the Leader Portal.

TAKE ORDER SALE – Orders due Sunday, Nov. 8 at midnight

Another method is for Scouts to take orders during the sale window and deliver afterward. Units order the product needed at the end of the window based on individual Scout orders without having the product in hand at the point of sale. Units can order by the individual bag to get exactly what is needed. Many units have great success combining these two sales methods, ordering product that is still needed at the end of the sale.

ONLINE DIRECT SALE

Nationally, online continues to grow. It's the easiest way to sell – just share your link (in person or online) and customers buy from the site. Products ship directly to them!

BENEFITS FOR SCOUTS

- More product variety
- Can sell year-round!
- 35% commission & 4x TE Rewards bonus on all sales
- Average online sale \$73 vs. \$22 face-to-face

BENEFITS FOR UNITS

- No risk of excess inventory
- No cash collection
- No extra work
- No handling product

STOREFRONT SALES

This method involves selling popcorn at stores which are set up by Trail's End or your unit. You will need to order product to have on hand.

In the  **Settings** section of the Leader Portal,

- Set up reservation defaults
 - We recommend scheduling 2 youth and 2 parents for 2 hours. It keeps the chaos factor very low, allows older Scouts to mentor new sellers, covers for absences, and selling is more fun with friends!
- Determine your shift split method. Note—split by entire sale is not available as an option anymore.

In the  **Storefronts** section,

- Reserve storefront shifts set up by Trail's End **starting Aug. 5 at 7:00pm**
 - See the Kernal Central section of buyscoutpopcorn.com for the full list.
 - NEW – split your reservation and return unwanted hours to the pool
 - Please only reserve the stores you will actually use. If a conflict arises and you need to cancel, please release any you won't be using ASAP. *If you reserve storefronts but do not place a Show & Deliver popcorn order, your storefronts will be released by Northern Star.*
 - **You must complete the onboarding process before you can reserve Storefronts**
- Enter storefronts you've arranged at locations NOT on the TE list
 - You will need to contact these locations directly. Talk with the store manager and/or weekend manager.
 - When reserving your day, ask the business where you can set up, if there are any restrictions, etc.
 - Double check with the business the day before. Conflicts have been known to happen.
 - Note that you need a valid address entered in the TE system.
 - If the store requires proof of insurance, please contact popcorn@northernstar.org.
- Scouts see what shifts are available and claim them in their app.
- Auto Release - Reservations for Friday, Saturday, or Sunday shifts will automatically be released if no Scouts are signed up by 7:00pm on the previous **TUESDAY**. Empty shifts in a reservation with populated shifts will be retained.

Storefront Etiquette

Have Scouts in uniform and standing.

Don't ask customers if they want to buy popcorn. Have Scouts ask things like: "Would you support me going to camp? Can I count on you to support my Scouting adventure?"

Have the products neatly displayed. Do NOT put prices out. It discourages higher purchases.

Make sure to thank the store manager. Consider buying a bag and giving it to the store manager along with a thank-you note signed by the Scouts.

INITIAL AND FINAL ORDERS

Sign in to your Leader Portal and click "Orders" in the menu. Follow the prompts to order. For Show and Deliver, you can only order in cases. For Take Order, you can order in cases and singles.

What can Units order for their initial order?

Order up to 90% of what you sold in 2025. You can see last year's sale numbers for the Scouts currently in your unit by changing the campaign dropdown menu. If you did not sell Show and Deliver in 2025 or if you are expecting a large influx of Scouts, talk to a Popcorn Committee member for guidance.

DISTRIBUTION

Sept. 10 for Wagon Sales. Nov. 19 for Take order. District Pick up locations will be announced by Aug 15.

Step 1: You will receive an email at the end of August that details your Show and Deliver pick up location. If you need to change it, please follow the prompts in that email.

Step 2: Pick up your product at your chosen location. If you cannot be at the location, please find another parent to pick up the product. We cannot store product longer than our agreements with the warehouses. Use the following estimates to know how many cars/volunteers you will need:

Car: 20 cases SUV, Mini Van, Pick-up: 30-40 cases Full Size Van: 50-60 cases

Step 3: Find a location that is large enough to separate orders by patrol, den, or by Scout.

Step 4: Assign each patrol, den, or Scout a popcorn pick-up time.

Step 5: Use a paper receipt for each Scout to verify the amount of product they received as well as the date that the payment is due back to the unit. Receipts are provided at Show and Deliver distribution.

HOME DELIVERY *\$15,000+ in sales in 2025*

Units that sold a total of \$15,000+ in 2025 have earned Home Delivery in 2026.

Must order at least \$7,000 or 35% of last year's sale (whichever is greater).

Units will be contacted by the courier 1-3 days prior to their delivery date in September to schedule drop off.

Units that order \$15,000+ in Take Order will have it delivered in November.

REORDERS - NEED MORE PRODUCT DURING THE SALE?

Warehouse & Snack Semi

- During the sale, reorders will be done via a DIFFERENT online order system at www.buyscoutpopcorn.com.
- Do **NOT** order additional product during the sale through the Trail's End site.
- This year we will have three Warehouses and the Snack Semi.
- **WAREHOUSE:** The warehouse schedule will be emailed to chairs, and on www.buyscoutpopcorn.com.
- **SNACK SEMI:** Our truck will drive around the council area on a defined schedule. Full details and the schedule will be emailed out to chairs starting in September, and available on our website. The schedule can change week to week so be sure to reference the most recent email.
- Some product limits will be enforced if the team deems it necessary.
- Reorder in CASES ONLY during the sale.
- **Reminder**—Reordering of product will not be available for the first six days of the sale. Make sure to maintain enough inventory for any storefronts you have within the first two weeks.
- Add-on orders will be updated in your portal within a few business days after your pickup.
- It's OK for your TE inventory to be negative in the Leader Portal until things are updated.
- If your inventory is not lining up after a few days please email Becki (bwhitaker@northernstar.org)

PRODUCT TRANSFERS—UNIT TO UNIT

Unit-to-Unit product transfers are done via The Trail's End Leader Portal under Popcorn>Transfers.

- The unit GIVING the product enters the transfer.
- Select the district and unit of the receiving party, enter the quantities, and hit "Submit Transfer"
- The receiving unit chair can approve or reject the transfer.
- Inventory updates automatically once the recipient approves the transfer.
- Transfers can be full cases or singles.

Visit the popcorn Facebook trading page via www.buyscoutpopcorn.com. Transfer and trade with other units in Northern Star.

Transfers are initiated by the giving Unit in the Leader Portal.

RETURN POLICIES

EARLY RETURNS

- We will have one "Early Return Forgiveness" period mid sale, Oct 4-5. Units can return full cases of product if they over ordered. There are no percentage limits to what you can return.
- Units can return up to 100% of their initial order in **FULL CASES** of product at early return days. **No singles**.
- We will also not accept melted and resolidified bricks of chocolate pretzels.
- Do **NOT** put stickers, tape or anything else on the product. Post-it notes are OK. Do not write on product bags or boxes.

FINAL RETURNS – SUN, Nov. 8

Units will only be able to return up to 15% of their TOTAL physical inventory received as of Friday Nov 6.

Single packages in good condition will be accepted at FINAL return sites only.

On Final Return dates, each warehouse and Snack Semi location will have the calculated amount each unit is allowed to return.

Any product over the 15% mark will be kept by the unit, who can continue to sell. For example, if the unit is \$400 over their return amount, they can choose to keep whatever \$400 in product they feel they can sell easiest. Staff advice is available.

Any member of the unit can bring returns in if the popcorn chair is unavailable.

Return specifics will be emailed and posted at buyscoutpocorn.com

ABSOLUTELY NO RETURNS AFTER NOV. 8, 2026

DAMAGED PRODUCT

Product that is damaged or cases that are missing product when you receive them are reported to Trail's End by emailing support@trails-end.com. Please include as much of the following information as possible when submitting your report:



1. Clear photos showing the damage (of each item if multiple)
2. A photo of the lot code / Best By date on the damaged bag or container
3. A photo of the white label on the outside of the case
4. The unit type/number reporting the issue – (Pack or Troop + 4 digit number)

For more specifics, follow the QR code or [click here](#)

INVENTORY MANAGEMENT HELP

If your inventory is off, there's a solution somewhere. **DO NOT ADJUST YOUR INVENTORY NUMBERS IN THE TRAIL'S END LEADER PORTAL** to fix it. Reach out to our volunteers on the back of this guide or Becki in the office, for help.

Product Receipt slips will be available at distribution and throughout the sale. These are handy for keeping a paper trail of inventory to and from Scouts and Storefronts. Have your Scouts take inventory and count money at the end of their shift so you can track where things go wrong.

Have over 15% to return? Keep selling! Have an additional storefront by checking what storefronts are left in the TE reservations, or schedule your own. The key is to ask for help **EARLY**. Most of the units that had leftover product were able to get rid of all of it before the end of the year because they let Northern Star know they had it. We get late orders, new units, and many others who need product. The key is to let us know early in the sale so we can help!

Communicate with your Scouts. Encourage them to update their app with current sales. Have them return unsold product so you can transfer it to Scouts who have waiting customers. Don't pick up more product if other Scouts are hoarding what you need. Don't have your Scouts give their product out right away to easy sales (parents and immediate family). Use that at storefronts and door-to-door so you have popular items in stock for sales.

PAYMENTS

- Payments are due to the Northern Star office on or before **Dec. 15, 2026**. Please be prompt with your payment.
- Your invoice is found in your Leader Portal. Northern Star Scouting does front the cost of all product and does not ask its units to pay their invoice right away.
- Be sure that all sales have been recorded, money was collected by families, and inventory is reconciled before making your payment to the council. Make sure Due to Council and Credit Pending sections are at \$0 before sending payment. See the "Making Sense of Your Invoice" document in the Kernel Central section of www.buyscoutpopcorn.com.
- If you take enough credit card payments from customers or Cash to Credit, Trail's End will owe YOU money!
- If you are having problems collecting funds from someone in your unit (after a reasonable number of attempts) please contact Northern Star Office: 612-261-2405.
- **Bounced checks:** Encourage a credit card instead of a check. Northern Star Scouting will work with units if they receive a bounced check. See bounced check policy on www.buyscoutpopcorn.com. **Form must be submitted by Jan. 31, 2027.**
- Please submit **ONE** check to the Northern Star Scout office via mail or drop off with your invoice. Please include your district and 4 digit Unit # in the memo area, if not listed on the check.
- Checks can be mailed to: Northern Star Scouting, 6202 Bloomington Road, Fort Snelling MN, 55111.
- You can also call Becki (612-261-2403) or the customer service team (612-261-2300) with a unit Credit Card, which will be charged a 2.5% processing fee.
- **Payments not submitted by December 15 may be assessed a 4.25% late fee.**

COMMISSION STRUCTURE

Training is not just helpful for you—it helps you earn more money for your unit!

Commission Type:

ONLINE DIRECT*

All online sales are 35%, regardless of training status.

TRADITIONAL/S&D/TAKE ORDER

Training Bonus

Commission Percentage:

35%

32%

3%

SCOUT ACCOUNTS

Some units allow youth to accrue portions of funds raised in an account under their name. These funds may only be used for Scouting purposes reflected within the scope of unit activities. If a youth transfers to another unit, funds can follow to the new unit, but must be transferred directly from one unit to another. Please check your unit's bylaws for specifics.

HOMETOWN HEROES (HH)

DOs and DON'Ts about Hometown Heroes

- Do tell customers that 100% of the HH sales will be donated to police, fire, EMS, military employees, and other community heroes.
- Do know that all HH sales count toward a Scout's sales totals, just like any other product. They earn the same commission percentage.
- In 2026, HH sales earn 1 bonus point per dollar sold for Trail's End rewards.
- Do put out a bucket/boot/pirate chest etc. at your Storefront to collect donations for HH popcorn.
- Do encourage Scouts to offer add-ons of \$1 or more in HH sales to customers once they purchase any item.
- Do choose to distribute your HH locally! Units can choose to pick up product equal to the amount they sell to give away to their local HH, or the unit can choose to have Northern Star Scouting distribute it.
- Don't forget to take pictures of your Scouts interacting with your Heroes and send them to popcorn@northernstar.org, you might end up in next year's Leader Guide!
- Don't use donations for anything other than Hometown Heroes popcorn. National Scouting policy is that units are not allowed to ask for cash donations. All donations given while selling popcorn should go towards HH.
- **Don't use your excess inventory to fill Hometown Heroes popcorn. Northern Star Scouting is able to provide this program because we use excess inventory after returns to fill the HH need.**
- DON'T use your donations to balance lost/miscalculated inventory. Reconcile within your unit funds, not HH.
- Do note that HH donations are automatically added to your unit's Take Order submission

In 2025, over \$100,000 in popcorn was delivered to local Police, Fire, EMS, Military, and other heroes in our communities!



UNIT KICK OFF—TRY SOMETHING FUN!

The Kick-off sets the tone for your popcorn sale. Motivated Scouts and, more importantly, motivated Parents are the key to a successful sale. Have fun! Give away prizes! The most successful units keep Scouts and parents motivated!

SAMPLE Agenda — Welcome and Introductions. Do a Popcorn cheer or skit. Have leaders dress up!

Review Pack's/Troop's/Crew's Planned Program

- Highlight last year's activities and what's planned for the new year.
- Ask SCOUTS what they want to do!
- Earn money for Unit meetings and awards.

Pay for It All with Popcorn

- Importance of a Family/Scout Goal—Scouts with goals sell more!!
- Unit Goal: What can the Scouts do if they reach the goal? List all the activities your pack budgets!
- Unit Budget: Have a "Made Goal" budget, and a "Not Quite to Goal" budget to show the differences in the activities that the Scouts get to do.

What the Family Gets Out of Popcorn

- Free Activities!
- Free Camping!
- Free Registration!
- Goal should be tied to "Nothing Out of Parents' Pocket"

Divide Group into Parents and Scouts

Parents

Why We Chose the Popcorn Program
Parent Packet or Guide
Lessons Your Scout Will Learn & Advancements
Unit Calendar and Budget
Sales Date, Order Forms, and Money Collection

Scouts

Role Playing
Sale Forms
Safety & Selling Tips
Prize Program

Recombine Group

- a. Recognize Last Year's Top Selling Scouts.
- b. Generate Enthusiasm .
- c. Extra Incentives.
- d. Give Away Some Prizes!

COUNCIL POPCORN KICK-OFF— SEPT. 18—TWIN CITIES, DULUTH, MANKATO, 5-8 PM

Encourage all of your Scouts and their families to attend this Open House style event! Learn skills to up your selling game while playing some games. This year there are 3 locations to choose from, all on Sep 18 (yes, Friday night!).

When: Friday, Sept. 18, 5-8pm

Base Camp—6202 Bloomington Road, Fort Snelling, MN 55111.

Hermantown/Duluth Service Center-3877 Stebner Road, Hermantown, MN 55811

Mankato Scout Office – 810 Madison Ave, Mankato, MN 56001

Stations: (subject to change)

Prize Extravaganza/Bonus Prizes/Adventures
Practice Your Pitch

Meet a Top Seller

Trail's End App
Storefront Success

AND MORE!

All Scouts who preregister and attend will receive a 3D printed 4-inch Glow in the Dark Pirate skeleton and other prizes!!

Emails with sign-up information will be sent out in early August to all Scouts registered in the Trail's End app, as well as to popcorn chairs to forward to parents and Scouts.

PRIZE PROGRAM

Earn Trail's End and Northern Star Scouting rewards through the 2026 Prize program!

Trail's End Rewards — Scouts earn TE points that can be redeemed for gift cards from several stores. Cards are electronic and ordered with 1 click in their TE app. Cash sales earn 1 point per dollar, Credit Card and Online sales earn 4 points/\$1, Cash to Credit conversion add 3 bonus points/\$1, and all HH sales earn 1 extra point!

Northern Star Bonus Prizes — Will be at Take Order distribution AND in advance (see next section)!

Sell 1 Item— Patch

\$150—Sallywag Grog (Slushie from Holiday/Circle K)

\$300—2 soda coupons + 2 cookie coupons from Holiday/Circle K

\$500 — Bones of the Buccaneer dice game

\$888 —Mystery Prize!

\$1300—Pirate Loot Bag (20L duffel bag)

\$1900+ — Adventure Doubloons! Start earning pirate coins to redeem for prizes like Activate Gaming, sporting events, camping gear, Brickbuilders 10.0, and more! See the Sales Guide for more details.

\$2600—Champions Pancake Breakfast! January 9, 2027 at Base Camp.

WHEN AND HOW TO ORDER PRIZES

TRAIL'S END GIFT CARD ORDERING

- Log into the Leader Portal when all your sales are accounted for and correct.
- Click on rewards. (Bottom of the left menu in the leader portal)
- Follow the prompts to order gift cards. It takes a few days for the codes to be released for use.
- Order by December 15.

Bonus Prize Ordering

NEW IN 2026 – PIRATE TREASURE BAG!

Prior to the sale start, along with sales guides and this Leader guide, this year all chairs get a "loot bag" full of goodies to share with your Scouts! Some are earned by sales, and some are for you to distribute as you see fit. We're starting you off, but all good treasure should grow - we encourage you to acquire even more gifts! Try asking local businesses for coupons or other free or low cost items.

First Sale: Patch – recognize Scouts with their first sale as they achieve this!

\$150 in sales: Froster coupon

\$300 in sales: 2 cookie coupons + 2 pop coupons

All other prizes in your bag are part of your Treasure horde.

For the rest of the prizes, look for an email sent by Northern Star in late October with details on ordering your bonus prizes. Order your Bonus prizes by Nov. 9 and pick up at the Take Order Distribution site on Nov 19.

SEPTEMBER 2026

SUN	MON	TUE	WED	THU	FRI	SAT
August 5 @ 7pm – Trail’s End scheduled Storefront reservations open		1	2	3	4	5
August 26— Show and Deliver Orders Due Home Delivery Information Due						
6	7	8	9	10	11	12
Labor Day			Distribution		Rosh Hashanah	
		Home Deliveries				
13	14	15	16	17	18	19
Rosh Hashanah					Council Kick-off 5-9pm (see p.15)	SALE STARTS!! 8am
		Home Deliveries				
20	21	22	23	24	25	26
Yom Kippur						
Encourage Scouts to sell door to door in their neighborhoods						
27	28	29	30			

Popcorn Success List

- _____ Create your own incentives for your Scouts to motivate them to sell.
- _____ Hold your Unit Kick-off in person or virtually.
- _____ Sign up for a time and Location for pick up of product.
- _____ Have a plan to hand out the popcorn to Scouts before the sale starts.
- _____ Start weekly communications with parents about upcoming deadlines and prizes.
- _____ Hold a Neighborhood Blitz on a Saturday morning. Meet at a park at 9 a.m. Send the Scouts out selling door to door. Meet back up and celebrate the success with prizes and food.
- _____ Follow up with Scouts to ensure they are out selling, check if more inventory is needed.

OCTOBER 2026

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
				Assess your inventory		
4	5	6	7	8	9	10
Early Returns			Hold a mid-sale rally			
11	12	13	14	15	16	17
				MEA	MEA	
18	19	20	21	22	23	24
25	26	27	28	29	30	31
						Halloween
Last week of the sale – finish strong!						

Popcorn Success List

- _____ Hold a Den Challenge. Who can sell the most going door to door in your area? Offer prizes!
- _____ Hold a Mid-Sale Rally. Celebrate successes and motivate Scouts to finish strong. More prizes!
- _____ Give Scouts encouragement and tips if they are having slow sales.
- _____ Assess your inventory at the Unit and Scout levels. Call your Scouts. Will they sell or return their inventory?
- _____ Re-order inventory. Be mindful of your return percentage.
- _____ Weekly communications with Parents and Scouts.
- _____ Make sure your Scouts enter all orders by the end of the sale, or a day before of your choosing.
- _____ Promote Online Direct Sales!

NOVEMBER 2026

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
SALE ENDS (but you can still sell)	Fill Take Orders with leftover product					
8	9	10	11	12	13	14
Final Returns						
Final Order Due 11:59pm						
15	16	17	18	19	20	21
	Home Deliveries			Take Order, HH, and Prize Distribution		
22	23	24	25	26	27	28
			Thanksgiving			
29	30					
				Dec 15 – final payment due		

Popcorn Success List

- _____ Organize all of your orders. Fill remaining orders with leftover Show and Deliver product.
- _____ If needed, return product to one of return sites. Only 15% or less of your overall Wagon Sales order can be returned.
- _____ Order Take Order Product via your Leader Portal before or on Sunday, Nov. 9.
- _____ Secure someone to pick up any needed popcorn at the Take Order site.
- _____ Gather all funds from Scouts and submit one check to Northern Star Scouting before Dec. 15.
- _____ Recognize Scouts for a job well done.

CONTACT INFORMATION

[**www.buyscoutpopcorn.com**](http://www.buyscoutpopcorn.com)

Need help? Have questions? Contact someone on our Council Popcorn Team for answers!

<u>Area</u>	<u>Volunteer</u>	<u>Phone</u>	<u>Email</u>
Leader Portal, Storefronts	Jason Tillman	651-983-1687	
Leader Portal	Katherine Kunze	612-709-8215	
Portal, Storefronts, App	Brian Binkley	952-334-5432	
Storefronts, Leader Portal	Serena Kolk	763-639-2842	
	Bri Wipperfurth	651-399-4940	
	Krystal White	651-206-3859	
	Ryan Staab	612-406-1529	
	Dana Geller	612-810-1945	
Inventory, New Kernels	Bethany Bertsch	651-334-1327	
TE App	Angel Braaten	952-923-3021	
	Christina Midthun	316-200-0834	Christinamidthun@gmail.com
	Beth Klymer		bclymer69@yahoo.com
Council Chair	Nikki Johnson	651-485-9719	New Kernels
Distribution Chair	Mike Glass	763-232-5020	Inventory/Returns
Office Support	Becki Whitaker	612-261-2403	bwhitaker@northernstar.org
Staff Advisor	Bill Anderson-Horecka	612-261-2405	billa-h@northernstar.org

Please identify yourself with your name and unit number when you reach out.