

A group of children are gathered outdoors, looking at plants on the ground. One child in the center is using a magnifying glass to examine a plant. The scene is dimly lit, suggesting an overcast day or a shaded area. A vertical red line is on the left side of the image.

2022 POPCORN KICKOFF!

LONGHORN COUNCIL

Trail's End



WORD OF THE SALE:

POSITIVITY!

[POZ-I-TIV-I-TEE]

The state or character of being positive: a positivity that accepts the world as it is. Something positive.



**Become
Decisions Makers**



**Learn Money
Management**



**Become
Goal Setters**



**Develop
Business Ethics**



**Become Future
Entrepreneurs**



**Learn People
Skills**

WHY POPCORN?

FUNDRAISING WITH POPCORN HELPS YOU

BENEFITS:

- Personal growth program that can be applied to advancement opportunities and service projects.
- Earn Amazon.com Gift Cards
 - Millions of prize choices.
 - Buy prizes you want.

LEARNING EXPERIENCE:

- How to help others around them.
- Public speaking and math skills.
- Salesmanship and perseverance.
- How to earn their own way.
- The value of hard work.
- To be part of something bigger.

FUNDING YOUR ADVENTURE!

- Trail's End Rewards
- Camp Fees
- Youth Leadership Training (such as Rayado & NYLT)
- National Jamboree
- Uniforms
- Patches & Awards
- Annual Dues
- Pinewood Derby
- Blue & Gold

- Unit Adventures
- Campouts
- Unit Supplies
- Unit Equipment
- Camp Upkeep

The popcorn fundraiser has also helped to fund Eagle and other service projects in the community!

[#PoweredByPopcorn](#)



A SUCCESSFUL SALE

Trail's End

TIPS & TRAINING

CREATE AN ENGAGING & ENERGETIC PITCH FOR THE SALE!

- Practice your sales presentation.
- Introduce yourself (first name only) and where you are from.

"Hi sir, my name is Brian and I am from (local unit)."

- Let people know what you are doing.

"I'm earning my way to Summer Camp."

- Close the sale.

"Can I count on your support?"

- Credit card sales are best for the Unit. Tell your customers

"We prefer credit/debit."

MORE EXAMPLES:

"Hi, My name is Savannah with (local unit). I am helping my Council raise money for camp scholarships as well as earning my own way to summer camp. Can I count on your support?"

"Hi, my name is Alex with (local unit). I am fundraising for my Eagle Project as well as earning my way to summer camp in Switzerland. Can I count on your support?"

Remember, Be polite and always say "Thank You", even if the customer does not buy.

MORE TIPS & TRAINING

MORE WAYS TO GET THE MOST FROM YOUR SALE!

- Practice your sales presentation.
- Always wear your field uniform.
- Never sell alone or enter anyone's home.
- Always walk on the sidewalk and/or driveway.
- Have mom and/or dad take the Trail's End App or order form to work.
- Remember, 2 out of 3 people will buy when asked at their door.
- Set a GOAL!
- Plan out how many sales you will need to reach your sales goal. Determine whom you will ask to help you reach your goal.

Share what you're doing and how you're helping others through the program!

A young boy in a blue and white striped shirt and a backpack is pointing upwards with both arms in a forest. Another child is visible in the background, also pointing. The scene is dimly lit, suggesting a forest setting.

WAYS TO SELL!

Trail's End

Ways to Sell



ONLINE DIRECT

Online Direct sales are easier than ever for you to sell virtually to friends and family and face-to-face with the new functionality to record an Online Direct order in the app. The product ships to the customer, and it's the SAFEST fundraising option for a unit.

WAGON SALES

Take Order

Collect orders in the app and deliver on hand product or mark product as "undelivered" to be delivered at a later date. This can be taken through neighborhoods, to parents' coworkers, friends, and family.

WAGON SALES

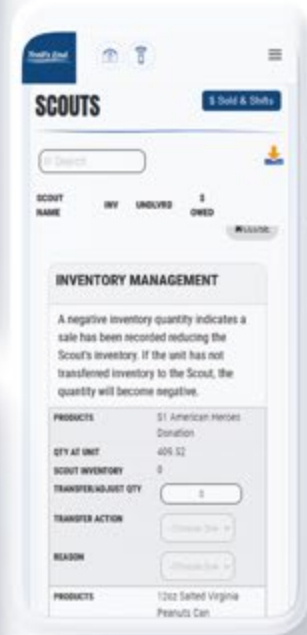
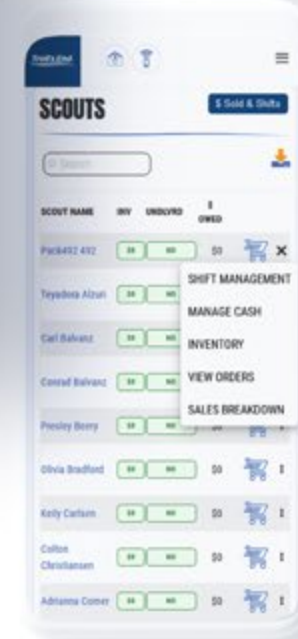
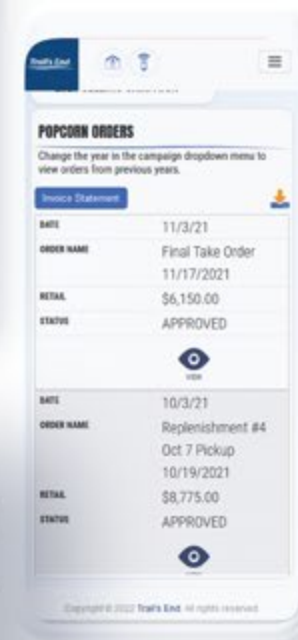
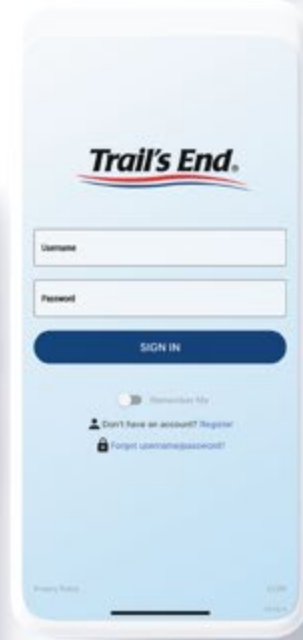
Door to Door with Product

You are bringing product door-to-door to customer residences to ask for support. This method is preferred for neighborhoods close to home.

STOREFRONT SALES

Involves coordinating booths in high foot traffic locations throughout your community. Begin the reservation process early (we suggest starting in May) to reserve the best locations. It is best practice to have ONE child and ONE parent at each shift to cover more shifts during the course of the sale.

2022 TRAIL'S END TECHNOLOGY

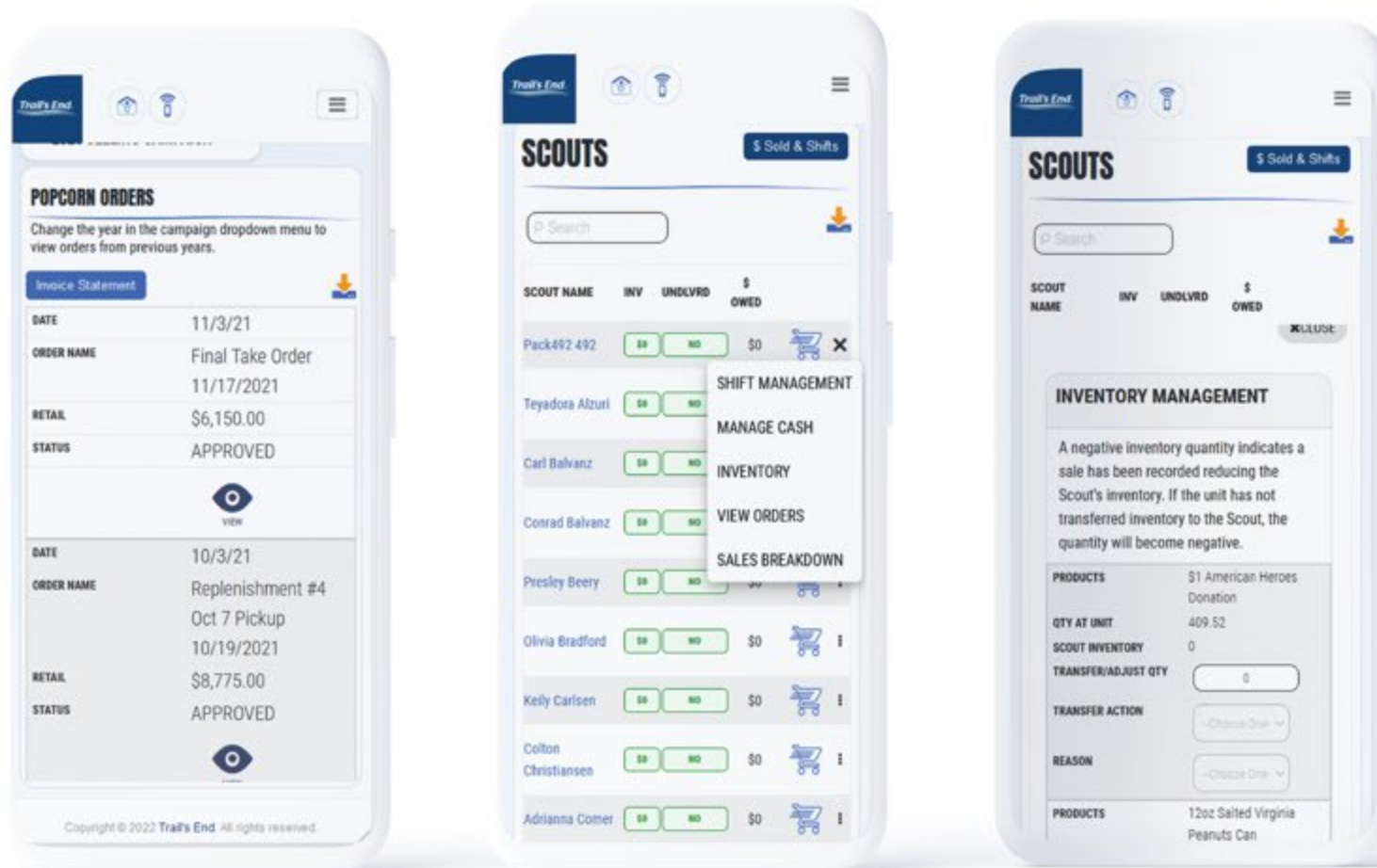


Unit Leader Portal



- The Unit Leader Portal is now mobile friendly where Units can access the portal while at a storefront or on the go.
- Units can manage their entire sale from their phone.

Unit Leader Portal



All functionality built for mobile.

2022 Sale Commitment



If you haven't already registered your unit to sell this fall, scan the following QR Code to sign your unit up in Unit Commitment Tracker:

<https://www.trails-end.com/unit-registration>

Register your unit under you or on behalf of someone else. You must know your district and your unit number.

Unit Commitment

Who is registering?

[Register as myself](#)[Register on behalf of another leader](#)

Unit Commitment



Unit Information



User Information



Confirmation

Select Your Unit

Select Council *

Longhorn Council



Select District *



Select Unit *



CONTINUE

The Scouting Fundraiser

— Over 73% Supports Our Local Scouts* —



Are you a Scout Supporter?
Find a Scout to shop for.

SEARCH



Are You a Scout?
The fastest way to fund your entire Scouting year.

EXPLORE



Are You a Leader?
The easiest way for your unit to fundraise.

LEARN MORE

Invite Your Scouts

Hello, Susan!

2022 SELLING CAMPAIGN

GOAL PROGRESS



SET A GOAL!

\$0



\$0

KEEP ON PUSHIN!
YOUR UNIT HAS MET THEIR GOAL

Set a Goal

Click the pencil icon to set your unit's goal.

How much popcorn does your unit need to sell to raise enough funds to cover your Ideal Year of Scouting?

Next

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

TOTAL APP SALES: \$0

TOTAL SALES: \$0

- Dashboard
- Unit Info
- Training
- Storefront Management

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

Dashboard

Unit Info

Training

Storefront Management

- Dashboard
- Unit Info**
- Training
- Storefront Management
- Storefront Reservations
- Popcorn
- Popcorn Orders
- Transfers & Returns
- Rewards
- Acct. Summary



Set Up Your Unit Info

From the collapsible side menu, click Unit Info to:

- Invite Team Members
- Manage the Scout Roster
- Edit Storefront Settings
- Set Up Unit to Receive Payments

TOTAL APP SALES: \$0

TOTAL SALES: \$0

Invite Your Scouts

READ-ONLY MODE

ORDER POPCORN

Hello, Susan!

LEADER DASHBOARD

2022 SELLING CAMPAIGN



Invite Your Scouts

Click these icons at the top of the Leader Dashboard to invite your Scouts via email or text message to register an account associated to your unit.

Next

GOAL PRO

STOREFRONT SHIFTS CLAIMED

Dashboard

Unit Info

Training

Storefront Management

\$0

KEEP ON PUSHIN!
YOUR UNIT HAS MET THEIR GOAL

RANKINGS

CASH

\$0

(0%)

APP CREDIT

\$0

(0%)

ONLINE CREDIT

\$0

(0%)

TOTAL APP SALES: \$0

TOTAL SALES: \$0

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A



Invite Your Scouts

Hello, Susan!

2022 SELLING CAMPAIGN

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

LEADER

GOAL PR



\$0

YOUR UNI

SCOUTS

Search

SCOUT NAME	STOREFRONT HRS	TOTAL SALES	TOTAL REWARDS POINTS	INVENTORY?	CASH OWED	SCOUTY	
[REDACTED]	0/0	0	0	NO	0	0	[Info] [Shopping Cart] >
[REDACTED]	0/0	0	0	NO	0	0	[Info] [Shopping Cart] >
[REDACTED]	0/0	0	0	NO	0	0	[Info] [Shopping Cart] >
[REDACTED]	0/0	0	0	NO	0	0	[Info] [Shopping Cart] >
[REDACTED]	0/0	0	0	NO	0	0	[Info] [Shopping Cart] >



Manage Your Scouts

On your main leader dashboard, scroll down to the Scouts section to access the following for each Scout in your unit:

- Record a Wagon Sale
- Shift Management
- Manage Cash
- Inventory
- View Orders
- Sales Breakdown

Next

Dashboard

Unit Info

Training

Storefront Management

TOTAL APP SALES: \$0

TOTAL SALES: \$0

Trail's End

Invite Your Scouts

LEADER

GOAL PR

STOREFRONT SHIFTS CLAIMED

2022 SELLING CAMPAIGN

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

TOTAL APP SALES: \$0

TOTAL SALES: \$0

- Dashboard
- Unit Info
- Training**
- Storefront Management
- Storefront Reservations
- Popcorn
 - Popcorn Orders
 - Transfers & Returns
- Rewards
- Acct. Summary
- Reports

Review Training Materials

From the collapsible side menu, click Training to check out the Kernel Guide, Unit Kickoff PowerPoint, training videos, printable resources, and more!



Invite Your Scouts



LEADER D

GOAL PROG



\$0

KEEP O
YOUR UNIT HA

RAN



You're All Set!

Completing these steps will ensure you start your fundraiser off on the right path!

- Set a Goal
- Set Up Unit Info
- Invite Your Scouts
- Manage Your Scouts
- Review Training Materials

For a more in depth walkthrough of the Trail's End system, we recommend registering for a webinar.

Register for Webinar

2022 SELLING CAMPAIGN

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

- Dashboard
- Unit Info
- Training
- Storefront Management

TOTAL APP SALES: \$0 TOTAL SALES: \$0

LEADER DASHBOARD

2022 SELLING CAMPAIGN

GOAL PROGRESS



\$0

KEEP ON PUSHIN!
YOUR UNIT HAS MET THEIR GOAL

RANKINGS

District #3 SALES	Council #26 SALES	National #18075 SALES
----------------------	----------------------	--------------------------

TOTAL SALES

SHOP
STOREFRONT
\$0
(0%)

WAGON
\$0
(0%)

ONLINE
\$0
(0%)

PAYMENT TYPE

CASH
\$0
(0%)

APP CREDIT
\$0
(0%)

ONLINE CREDIT
\$0
(0%)

TOTAL APP SALES: \$0

TOTAL SALES: \$0

STOREFRONT SHIFTS CLAIMED

N/A

TOTAL: N/A

N/A

UPCOMING 7 DAYS: N/A

N/A

UPCOMING 7-14 DAYS: N/A

TOTAL SCOUTS

26

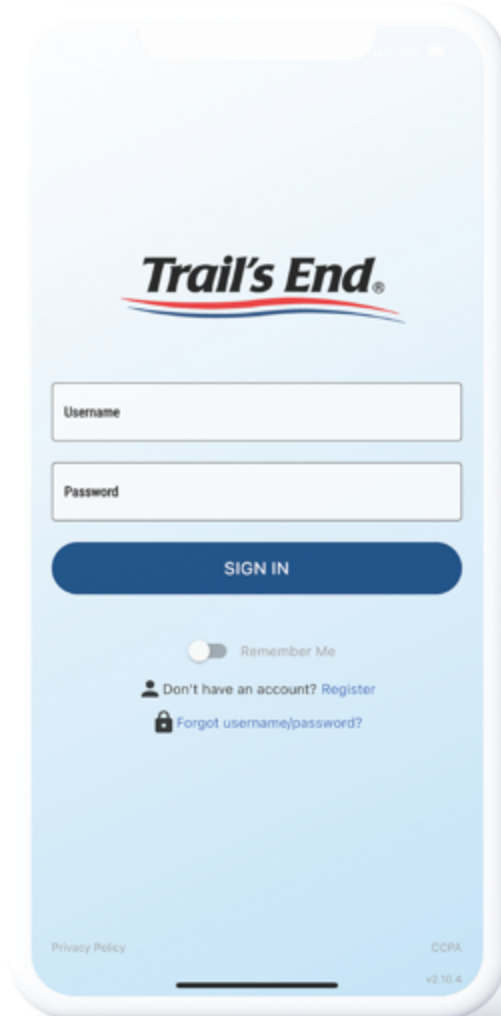
AVERAGE SALES PER SCOUT

\$0.00

NUMBER OF ORDERS

- Dashboard
- Unit Info
- Training
- Storefront Management
- Storefront Reservations
- Popcorn
- Popcorn Orders
- Transfers & Returns

Trail's End App



AVAILABLE IN THE APPLE OR GOOGLE PLAY STORE

TEXT APP TO 62771 TO DOWNLOAD.

Required to Register:

- Council
- District
- Unit

1 Sign In or Register an Account

- Use your account from last year!
- If you need to change your unit, go to Settings from the side menu. Select "Change Unit."

2 Start Selling!

- Record ALL sales in the app - Online Direct, Storefront, Wagon/Take Order.

Multiple Kids?

- Each kid must have their own registered account, even siblings.
- The same email can be used for multiple accounts
- Toggle between accounts within the app by clicking the name dropdown at the bottom of the screen.

Trail's End App

Trail's End

ACCEPTING CREDIT CARDS

Everyone can accept debit and credit cards for free. While not required, Square readers are compatible and can be purchased at Amazon.com or most big box retailers.

Manual Entry (no reader)

Type in the customer's card information.

Magstripe Reader (Android)

Swipe reader plugs into headphone jack.

Lightning Reader (Apple)

Swipe reader plugs into lightning jack.

Bluetooth Reader

Wirelessly connects to a device via Bluetooth. Accepts EMV chip cards, Apple Pay, Google Pay, Samsung Pay, and NFC (contactless) cards.

When prompted, be sure to allow the app access to your device's microphone, location, and Bluetooth in order to accept debit and credit cards.



Trail's End Storefronts



Trail's End



Jared Shepherd
Pack 15
Timpanogos
Crossroads of the West Council

▼

- Dashboard
- Unit Info
- Training
- Storefront Management**
- Storefront Reservations

Invite Your Scouts [ORDER POPCORN](#)

GOAL PROGRESS

 **SET A GOAL!**
\$0 

\$0

KEEP ON PUSHIN!
YOUR UNIT HAS MET THEIR GOAL

TOTAL SCOUTS



Trail's End Storefront Scheduling



Trail's End has booked top retailers FOR YOU!
(Examples: Lowe's, Walmart, your largest grocery chains)

Your unit doesn't have to spend time booking stores

Trail's End has pre-loaded top selling Units and their stores into the system

Easily managed through Leader Portal & the App





2022 TRAINING & LIVE SUPPORT

Trail's End

Trail's End Webinars



- Registration site is open for training!
- New and existing unit kernels are encouraged to attend.
- First session launches on July 9.

Register at: <https://www.trails-end.com/webinars>

Webinars

Online Trainings To Make Your Fundraiser A Success

Attend the online Trail's End webinar trainings that helped units grow their fundraiser more than 11% in 2019!

NEW Unit Leader Training

Audience: NEW Unit Leaders



Open Office Hours

Audience: All Unit Leaders



RETURNING Unit Leader Training

Audience: RETURNING Unit Leaders



NEW Unit Leader Training

Join us for a detailed training of not only Trail's End technology but also hear directly from other Unit Leaders and Scouts themselves on best tips & tricks for this year's sale.

Audience: NEW Unit Leaders

DATE	DAY OF WEEK	TIME ET	
2022-07-09	Saturday	01:00 PM	REGISTER
2022-07-13	Wednesday	06:30 PM	REGISTER
2022-07-23	Saturday	12:00 PM	REGISTER

Open Office Hours

Have a question or a few? Swing by our Trail's End Popcorn Community Facebook page every Wednesday starting Wednesday, July 27th at 7pm EST through Wednesday, November 9th at 7pm and we'll be LIVE to help answer any questions that come through.

Open office hours are in addition to the Customer Support email + Social Media platform support outlets provided.

A group of children are gathered around a tree trunk, looking at something on the ground. One child is using a magnifying glass. The scene is outdoors, likely in a park or forest. The image is dimmed and has a dark overlay.

**2022 POPCORN
KICKOFF!**

PRIZE SLIDE

Trail's End



EARN MORE WITH
ONLINE DIRECT

trails-end.com/app

1.25 PTS Per \$1 Sold

App Credit / Debit Card (Wagon and Storefront)

1PT Per \$1 Sold

Cash and Online Direct

POINTS	GIFT CARD
17,500	10% of total sale
15,000	\$1,250
12,000	\$1,000
10,000	\$750
7,500	\$550
6,000	\$450
5,000	\$350
4,000	\$250
3,500	\$200
3,000	\$150
2,500	\$100
2,000	\$70
1,750	\$60
1,500	\$50
1,250	\$40
1,000	\$30
750	\$20
500	\$10
250	\$5

2022 Incentives and Prizes



TRAIL'S END REWARDS*

KIDS BUY THE PRIZES THEY WANT WHEN
THEY EARN AMAZON.COM GIFT CARDS



WHY DO KIDS LOVE TRAIL'S END REWARDS?

- Kids get to buy the prizes they want!
- The more you sell, the more you earn.
- Millions of prize choices on Amazon.com.
- Get your prizes faster and delivered directly to you.
- Bigger and better prizes than ever before!



WHY DO LEADERS LOVE TRAIL'S END REWARDS?

- Less work!
- No collecting orders from families or distributing prizes.
- Simplified sale management.
- The Trail's End Leader Portal is a one-stop shop for everything, including prize ordering.
- Orders are tracked automatically for leaders when kids sell with the App and online.
- It's easy to communicate and manage because face-to-face and online sales count towards Rewards.
- Trail's End helps train and motivate kids through the App.
- Leaders can wrap up the fundraiser and get back to Unit adventures faster!



*Council participation may vary. Participation indicates asset to program terms at: <https://www.trails-end.com/terms>.

A photograph of three children climbing a rope structure. The child in the foreground on the left is a girl with a yellow helmet and a red shirt, smiling broadly. The child in the foreground on the right is a boy with a white helmet and a dark shirt, also smiling. A third child is visible in the background, wearing a pink shirt and a white helmet. They are all holding onto a thick rope. The background is a clear blue sky. A vertical red line is on the left side of the image.

2022 EXTERNAL FACTORS ON THE POPCORN CAMPAIGN

Trail's End

Economic Factors

- The BSA National Council is implementing a licensing fee on all product sales.
- In 2022, popcorn companies are having to collect \$0.50 per container. This will result in an increase on the retail price of the product.
- This fee will be assessed on traditional sales and online sales.
- The fee will apply to physical items only; Heroes & Helpers / military donations are exempt.

Product cost increases since January 2020:

Item	Increase % 01/2020 - 11/2021
Corn	54%
Oil	45%
Paper	36%
Film	30%
Corrugate	26%
Labor	25%

Economic Factors

- The opening price point of \$5 in 1980 equates to an opening price point of \$16.98 in 2021.
- An opening price point of \$15 on the 9oz Caramel Corn will raise your total sales.
- Real Council example in 2021 vs 2019 (app product sales):

	<u>2019</u>	<u>2021</u>
Caramel Corn price:	\$10	\$15
Sales per Scout:	\$598.03	\$715.33
Caramel Corn items Sold:	31,334	12,980
Total Items Sold:	137,613	103,377
Total Selling Scouts:	4,063	2,835
Caramel/Scout items Sold:	7.71	4.58
Items/Scout Sold:	33.87	36.46
AOV:	\$21.18	\$24.18

A young boy with short brown hair is climbing a light-colored rock face. He is wearing a pink long-sleeved shirt, blue pants, and a climbing harness. A red rope is attached to his harness and extends upwards. The background is a textured rock surface. The word "PRODUCTS" is overlaid in large white letters on the left side of the image, with a red vertical line to its left.

PRODUCTS

Trail's End

2022 Price Points

Longhorn Council has worked diligently to keep prices reasonable and have implemented the following products' retail price point up to account for the increased costs due to inflation as well as the \$0.50/container National Licensing Fee:

- Classic Caramel \$15
- White Cheddar \$25
- Unbelievable Butter MW \$25
- Kettle Corn \$25
- Sweet & Savory Collection \$45 (White Cheddar + Kettle)

Traditional Products

Trail's End

KETTLE CORN & WHITE CHEDDAR GIFT BOX *New*

\$45 Over \$29 to local kids*



CHOCOLATEY PRETZELS

\$25 Over \$16 to local kids*



SALTED CARAMEL

\$25 Over \$18 to local kids*



POPPING CORN

\$15 Over \$11 to local kids*



WHITE CHEDDAR

\$25 Over \$16 to local kids*



SWEET AND SALTY KETTLE CORN

\$25 Over \$16 to local kids*



12PK UNBELIEVABLE BUTTER MICROWAVE

\$25 Over \$16 to local kids*



CARAMEL CORN

\$15 Over \$11 to local kids*



Traditional Products

Trail's End

BLAZIN' HOT

\$20 Over \$12 to local kids*



Blazin' Hot available for Show-N-Sell only due to limited supply

Trail's End



**SHOW YOUR SUPPORT
WITH A DONATION TO
HEROES AND HELPERS!**

Send a gift of popcorn to our first responders, troops at-home or overseas, veterans, military families, local food banks, and charitable organizations.

Donation Levels:

\$50 \$30 \$1 Custom amount

Visit trails-end.com/terms for details.

H&H/Military Donations available at \$50, \$30, and \$1 custom amount.

Additional Online Products *

CAMPFIRE BLEND
K-CUPS



SALTED VIRGINIA
PEANUTS



HONEY ROASTED
PEANUTS



BEEF JERKEY



DARK CHOCOLATE
SALTED CARAMELS



FROSTED SNOWFLAKE
PRETZELS



PEPPERMINT
BARK



* Providing supply chain issues are minimized


2022 Product Allergens



PRODUCT	ALLERGENS						OTHER	
	SOY	WHEAT/GLUTEN	MILK/DAIRY	PEANUTS	TREE NUTS	EGGS	VEGAN	KOSHER
Chocolatey Pretzels	C	C	C	X	X	X		YES
Salted Caramel Popcorn	C	X	C	X	X	X		YES
White Cheddar Popcorn	X	X	C	X	X	X		YES
Sweet & Salty Kettle Corn	X	X	C	X	X	X		YES
Blazin' Hot	X	X	C	X	X	X		YES
12pk Unb. Butter Microwave Popping Corn			C				YES	YES
Caramel Corn	C	X	X	X	X	X	YES	YES
Beef Jerkey								
Dark Choc. Salted Caramels	C	X	C	X	X	C		YES
Honey Roasted Peanuts				C	X			
Peppermint Bark	C	X	C	X	X	X		
Frosted Snowflake Pretzels	C	C	C	X	X	X		

C - Product contains allergen

X - Product does NOT contain allergen, but is produced in a facility that handles Soy, Wheat, Milk, Peanuts, Tree Nuts, and Eggs



**PLACING YOUR
UNIT'S ORDERS
TO THE COUNCIL**

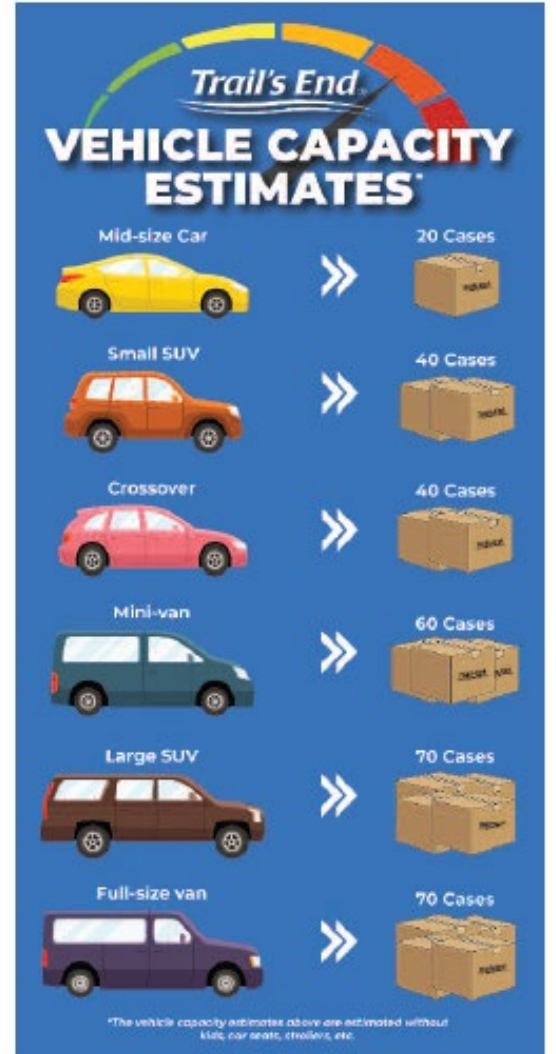
Trail's End

Ordering

START YOUR FUNDRAISER RIGHT NOW!

PLACING ORDERS

1. Login at www.trails-end.com.
Contact support@trails-end.com if you do not know your username and password.
2. Click the blue "Order Popcorn" button at the top of the dashboard once you login to the leader portal.
3. Ordering will only be available after Council enters the delivery site and opens ordering.
4. Click "Choose Delivery" and select site.
5. Enter quantities for each type in the Adjustment column or use "Auto Populate" button up top left to put in total \$ amount of order and it will divide out the order based on Council history
6. Click SUBMIT.
7. You will receive an email confirmation once Council approves the order.



The graphic features a blue background with a rainbow-colored arch at the top. Below the arch, the text "Trail's End" is written in a white, italicized font. Underneath that, "VEHICLE CAPACITY ESTIMATES" is written in large, bold, white capital letters. The graphic lists seven vehicle types, each with a corresponding colored car icon, a double arrow pointing right, and a stack of cardboard boxes representing the capacity. The capacity is listed in cases for each vehicle type.

Vehicle Type	Capacity (Cases)
Mid-size Car	20 Cases
Small SUV	40 Cases
Crossover	40 Cases
Mini-van	60 Cases
Large SUV	70 Cases
Full-size van	70 Cases

*The vehicle capacity estimates above are estimated without kids, car seats, strollers, etc.

A young boy with a backpack and a flashlight, looking down at the ground in a wooded area. The background is slightly blurred, showing other people and trees. The text is overlaid on the left side of the image.

2022 COUNCIL SALE SPECIFICS

Trail's End

2022 LC Dates

2022 Popcorn Calendar

- Saturday, July 30th
 - Sunday, August 7th
 - August 25th, 26th 27th
 - August 28th- October 2nd
 - September 2nd- October 7th
 - October 7th, 8th
 - Sunday, October 16th
 - November 4th, 5th
 - Monday, November 14th
- Popcorn Kickoff North 9am and South 2pm
Show-N- Sell Orders due by 11:59 PM
Show-N-Sell Distribution
Weekly Replacements Orders due by 11:59 (each Sunday)
Weekly Popcorn Replenishment Pick-up
Popcorn Returns (8% of total original order)
Take Orders due by 11:59 PM
Take Order Distribution
Popcorn Money Due (Prizes when account is zero)

2022 LC Dates



- Replenishment orders will begin the week of Aug 28.
- Unit orders due to the council by 11:59pm Sunday. No exceptions.
- Product will be picked up on Friday of that week.
- Northern units will be at Driveline Retail Merchandising , 700 Freeport Pkwy, Coppell, TX 75019. Hours TBD.
- Southern units will have access to the “Popcorn Warehouse on Wheels” on Fridays. Location of pickup will be communicated week of Aug 22.

2022 Commissions

- All online sales earn 30% commission.
- 34% base rate for all traditional sales (Show-N-Sell and Take Order/Door-to-Door).
- Units can earn up to 38% in commission.
- Bonus commission details:

Council Contact Info



Bryant Butler

P: (817) 231-8516

E: bryant.butler@scouting.org

Kathy McLean

P: 817-231-8561

E: kathy.mclean@scouting.org

A group of children are sitting on the ground outdoors, looking at something in front of them. The image is dimmed to serve as a background for the text.

HAVE QUESTIONS? GET ANSWERS.

[HTTPS://SUPPORT.TRAILS-END.COM/](https://support.trails-end.com/)

Visit the Support Portal of FAQs at support.trails-end.com

Get peer support 24/7 in the Trail's End Popcorn Community Group
www.facebook.com/groups/TEPopcornCommunity

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THANK YOU

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