

Keep Track of Progress

**This is it!
We can reach our goal!**

Week 1 Sales \$ _____
Top Seller _____
100% reporting _____

Week 2 Sales \$ _____
Top Seller _____
100% reporting _____
Sales to Date \$ _____

Week 3 Sales \$ _____
Top Seller _____
100% reporting _____
Sales to Date \$ _____

Week 4 Sales \$ _____
Top Seller _____
100% reporting _____
Sales to Date \$ _____

Week 5 Sales \$ _____
Top Seller _____
100% reporting _____

Grand Totals

Unit Goal \$ _____
Unit Sales \$ _____
100 % Reporting
Dens/Patrols _____
Scouts _____

Top Seller _____

**The Real Reward:
The Best Year of Scouting Ever!**

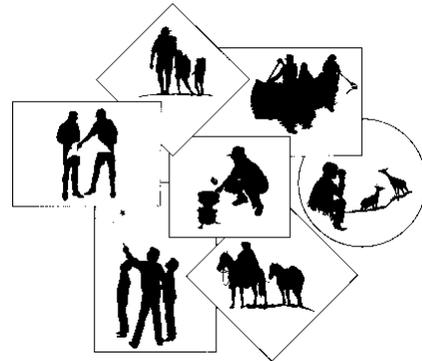


**Congratulations!
Your unit is headed for an
Ideal Year of Scouting**

Scouting America
Great Falls Council



Leader Planning Workbook



Your Ideal Year of Scouting

Unit _____

District _____

Fundraising

(The fuel to make your year go!)

Add up your unit's income from sources other than popcorn, below.

Registration fees _____

Unit Collected Dues _____

Other Income _____

Total Income other than Popcorn _____

Now subtract your unit's income from sources other than popcorn from your total unit expenses to find the Income required from Popcorn.

Total Unit Expenses _____

Minus

Total Income other than popcorn _____

Equals

Total Income needed from popcorn _____

Popcorn Sales Make It Possible

Income Planner

Next, calculate the amount of popcorn your unit and each Scout need to sell to meet your budget.

\$ _____ ÷ _____ % = \$ _____
(D) Income needed from popcorn sale Popcorn Commission Unit Sale Goal

\$ _____ ÷ _____ % = \$ _____
Unit Sale Goal Number of Scouts Per Scout Sale Goal

\$ _____ ÷ \$21 % = \$ _____
Per Scout Sale Goal National Average Container Price Container Goal Per Scout

Scout Sales Planning

Popcorn Sales

(For Use by Scouts)

Scout Sales Goal \$ _____

÷ \$21 = Popcorn Items Goal _____

Sales Campaign: 6 Weeks

I plan to sell _____ days

Sales Goal ÷ # days = \$ _____ sales per day

Items Goal ÷ # days = _____ items per day

Average Sale is 2.5 items per sale

I need to make _____ sales to make my goal!

How many sales per day? _____

Sales Action Plan

Who will I sell to?

Family – Mom & Dad, Aunt, Uncles, Grandparents, cousins
_____ sales

Friends – School, sports, activity group
_____ sales

Church – Sunday School friends, Teachers, adults
_____ sales

Door to door- sell with another Scout
_____ sales

Parents' Workplace – use individual sales sheets
_____ sales

Parents professional, service & social groups
_____ sales

Show & Sell- help out
_____ sales