

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!

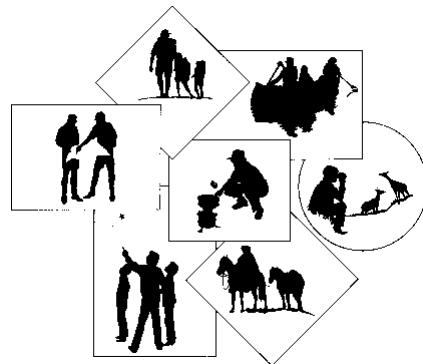


Congratulations!
Your unit is headed for an
Ideal Year of Scouting

Scouting America
Great Falls Council



Leader Planning Workbook



Your Ideal Year of Scouting

Unit _____

District _____

Gathering Ideas for Your Ideal Year of Scouting

What went well:_____

Things to change:_____

Last Year's Unit Costs: _____

Activities

Overhead

Other _____

Total Budget _____

Less Income From: _____

Fundraisers

Other Sources

=Expenses covered

“Out of Pocket”

$$\div \# \text{ scouts} = \text{Cost per Parent}$$

Brainstorm with Your Scouts

Have fun with it!

This image shows a single page of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slight shadow on the right side, suggesting it's part of a bound notebook. There is no handwriting or other markings on the page.

Training Objective	%
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Outdoor Activities	# Events
--------------------	----------

Scout's Life	%
--------------	---

Pack/Troop meetings	# Per Year
---------------------	------------

Parent Involvement	%
--------------------	---

Recruiting	# New Scouts
------------	--------------

Unit Growth	%
-------------	---

Service Projects	# Events
------------------	----------

Self Funding	%
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Others: _____

Annual Activities Calendar

August _____

September _____

October _____

November _____

December _____

January _____

February _____

March _____

April _____

May _____

June _____

July _____



Program Expenses

(The true cost of program delivery)

Month/Activity	# Youth	Cost	Total
Aug _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Sept _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Oct _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Nov _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Dec _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Jan _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Feb _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Mar _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Apr _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
May _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
June _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
July _____	_____	\$ _____	\$ _____
_____	_____	_____	_____

Total Activity Plan

\$ _____

Unit Expenses

\$ _____

Registration & Insurance Fees

\$ _____

Scout's Life

\$ _____

Uniform Accessories

\$ _____

Advancements

\$ _____

Books, Resources

\$ _____

Religious Emblems

\$ _____

Recognition Awards – Adult

\$ _____

Equipment : Current needs

\$ _____

2-3 year needs

\$ _____

Popcorn Incentives

\$ _____

Copies & Postage

\$ _____

Miscellaneous Items

\$ _____

Total Unit Expenses

\$ _____

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 Popcorn Unit
from popcorn sale Commission Sale Goal

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

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