

## #2 of 3 For Additional 3% Profit

**Do ya want to earn the extra 3% Profit?  
Goin' from 27% to 30%?  
Yep? Well then ya gotta do the followin'...**

1. The Unit Popcorn Kernel attends one of the Trail's End Popcorn Training's in Corning, Troy or Hornell.
2. a. Complete the **‘Ideal Year of Scouting Budget Worksheet** make a copy of it and mail it back to the Store!

**Increase  
your  
Scouting  
Unit's  
Popcorn  
Sale by  
doing the  
following:**

**Better  
Profits = a  
Better  
Program!**

b. Set individual & unit sales goals.....

c. **Individual Goals:** \_\_\_\_\_

d. **Unit Goal:** \_\_\_\_\_

e. **Unit Popcorn Kick Off:**

**Date:** \_\_\_\_\_

**Time:** \_\_\_\_\_

**Location:** \_\_\_\_\_



3. Popcorn Orders, Prizes & money in on time.

**NOTE: Orders & Prizes are due November 7<sup>th</sup>.**

**Money is due to the Scout Shop December 16<sup>th</sup>.**

**PLEASE MAIL THE IDEAL YEAR OF  
SCOUTING BUDGET WORKSHEET & THIS  
COMPLETED SHEET BACK TO THE SCOUT  
SHOP IN THE ENVELOPE PROVIDED BY  
SEPTEMBER 13<sup>TH</sup> !**