

## 2014 COUNCIL POPCORN KICKOFF TRAINING DATES & LOCATIONS

**Sat., July 19**

**9:30-11:00 am**

**Golden-Burke Scout Center  
7125 Fall Creek Road North  
Indianapolis, IN**

**Tues., August 5**

**7:00-8:30 pm**

**Dow AgroSciences  
Employee Development Center  
9330 Zionsville Road  
Indianapolis, IN  
(Entrance between 96<sup>th</sup> & 86<sup>th</sup> Streets)**

**Thurs., August 7**

**7:00-8:30 pm**

**Julian Science Center  
DePauw University  
602 South College Avenue  
Greencastle, IN**

**Thurs., August 14**

**7:00-8:30 pm**

**Perry Meridian Middle School  
202 West Meridian School Road  
Indianapolis, IN**

**Thurs., August 21**

**7:00-8:30 pm**

**Knights of Columbus  
3600 West Purdue Avenue  
Muncie, IN**

These 5 Kickoffs replace district-level popcorn trainings.

**For 1% extra commission,  
send *at least 2* people from your unit to at least one Kickoff.  
Unit attendees may attend separate Kickoffs,  
but you are encouraged to attend together.**

### Suggested Attendees:

Unit Popcorn Kernel (your pack/troop popcorn coordinator)  
Committee Chair  
Cubmaster / Scoutmaster / Advisor  
Parent of last year's top popcorn selling Scout

If attending a Kickoff,  
please RSVP at least one week in advance at  
[www.scoutingevent.com?PopcornKickoff2014](http://www.scoutingevent.com?PopcornKickoff2014) or  
to [popcorn@crossroadsbsa.org](mailto:popcorn@crossroadsbsa.org):

- Your name
- Your district name and unit number
- Your email address

### **Kickoff Agenda**

(same training, different dates & locations):

- Popcorn sale changes in 2014
- Prize giveaways
- Unit Kickoff box pick-up
- Unit Popcorn Kernel golf shirt pick-up
- Breakout Session Topics:
  - \* Brand new Unit Popcorn Kernel
  - \* Sales Methods (sheet sales, storefront sales, online sales)
  - \* Logistics (inventory management, family check-out forms)
  - \* Unit-level Popcorn Sale (kickoff party, unit incentives, new rewards program and bonus prizes)