2014
SPRING PRODUCT FUNDRAISER

LEADER'S GUIDE
All You Need to Know About the 2014 Product Sale!!

NEW EXCITING PRODUCT
OUTSTANDING PRIZE PROGRAM

Spring Product Sale 2014

Welcome to the excitement of the annual Product Sale. This guide should answer all of your questions concerning the "Candy/Meat Stick" Sale.

We are excited to announce Scouts will be selling World's Finest Chocolate $1 Bars and Tillamook Meat Sticks. These products have a proven track record of success in fundraising.
This Leader's Guide will outline the following topics:

- Unit Sale Coordinator Responsibilities
- Product Pick-up
- Commission to Unit
- Product Turn-In
- Unopened Box & Bag Return
- Responsibility for Product
- Tips for Salesmen
- Product Sale Timeline
- Prizes / Incentives
- Order Form

PRODUCT SALE TIMELINE

February---------- Roundtable Promotion/Initial orders taken

February 7th---------- All initial orders must be in to District Coordinators & Council

Feb 27th – Mar 1st---------- Product pick up from drop locations and sale begins

March 13th ---------- Mid Sale Resupply Order Due

March 20th ----------Mid Sale Resupply Product Distribution

April 18th ---------- Money & Product Turn-in/Accounts Settled

May ---------- Commission Transmitted

UNIT SALE COORDINATOR RESPONSIBILITIES

You are the key to your success! Without you and your support for the program, Scouting would not happen. You are the coordinator that gets the proper information to your unit and provides motivation and excitement. Your main responsibilities are:

1. Set sales goal for your unit.
2. Pick up product at designated time and location.
3. Have an exciting Sale Kickoff at a pack or troop meeting to motivate your Scouts and parents. Get them excited about earning prizes and their way to camp.
4. Distribute product and sales information to the Scouts.
5. Make sure every Scout gets a prize flyer.
6. Collect product and money and turn it into your District Product Sale Coordinator.
7. Keep records of each Scout's sale and turn in prize order sheets.
8. Receive and distribute additional product as needed.

PRODUCT PICK UP

Each district will have its own location to pick up your product on Kickoff Day and/or obtain more product as needed. The following towns will receive deliveries. Your District Sales Chair or District Executive will inform you at the kickoff of the precise location and time of distribution.

Eugene/Springfield
Corvallis
Roseburg
Coos Bay

COMMISSION TO UNIT

This year your unit will receive **25%** commission on the sale. Your unit will write one check to Oregon Trail Council for the total amount of your sale, and commission will be issued to your unit in May. **Your commission will be deposited into your unit account at the Council Service Center unless your unit fills out a Commission Check Requisition form.**

SELL
25 Candy Boxes &
25 Meat Sticks Bags =
$525 UNIT PROFIT

SELL
50 Candy Boxes &
50 Meat Sticks Bags =
$1,050 UNIT PROFIT

SELL
100 Candy Boxes &
100 Meat Sticks Bags =
$2,100 UNIT PROFIT

PRODUCT TURN IN

Turn in all **unopened boxes and bags of product** by April 18th**.** **One check** written out to Oregon Trail Council will be due at the turn in. Please fill out a Commission Check Requisition form to let us know where to send your unit check.

If product is not paid for within 5 days of the turn in date April 18th, the unit commission drops to 13%! DON'T DELAY!

UNOPENED BOX AND BAG RETURN

Our product supplier will only take back **unopened** boxes, consisting of 60 World's Finest Chocolate Bars and **unopened** bags of meat sticks, consisting of 24 sticks. During the sales period, open boxes and bags should be moved from slow sellers to boys who are selling fast. Opened boxes and bags ***cannot be returned for credit***. Your unit should plan to sell all the bars and sticks after the sale.

RESPONSIBILITY FOR PRODUCT

Each bar and meat stick is worth $1.00. Boys are responsible for turning in either $1.00 per bar/stick or returning the unopened box or bag.

Storing your product: A cool dry odor-free space is best; keep away from heaters, keep away from odors (cigarette smoke, garbage, garlic, onions, and chemicals). Chocolate will begin to taste like the odor. Don't leave these products in a shed, carport or any other area with damp air. **Watch for ants and mice!**

TIPS FOR SALESMEN

- Use the buddy system
- Tell your customers they will be helping your pack or troop
- Wear your uniform, people will buy if they know you are a Scout
- Respect Property -Stay on sidewalks– stay ***off*** lawns
- Be Polite and Positive
- Show Candy and Meat Sticks and Ask ***-"How many would you like to buy?"***
- Ask Parents to Help By Taking Candy and Meat Sticks to Work
- Ask Permission and then Visit Places of Business
- Ask Friends and Family
- E-mail Friends and Family
- Sell at community gatherings like high school sports and soccer games

SCOUT INCENTIVES

Each Scout who sells $168.00 worth of product will be entered into a drawing at the end of the sale for a $25.00 Wal-Mart gift card. There will be one winner per district. Scouts who sell $168.00 will be automatically entered into the drawing from the paperwork the unit submits. Scouts will be entered one time for each $168.00 sold. Each district will conduct its drawing at the May Roundtable.

The top five sellers in the Council will be awarded a $50 Wal-Mart gift card.

PRIZE PROGRAM

Here are the exciting details for the 2014 sale! Make sure every Scout in your unit gets a prize flyer.

- 40 different prizes for Scouts to choose from – with many camping and outdoor items.
- Brand name products like *Lego*, *Swiss Army, Coleman, Case, Lionel Trains,* and official BSA gear.
- Full color brochure and website to explain each prize.
- A total of thirteen different prize levels so each Scout can set his own goal.
- Prizes will be delivered directly to unit leader's homes through Postal Service or UPS. This will allow prizes to reach Scouts quickly.

Make sure the Scouts in your unit get the chance to be part of this exciting program. THEY WILL LOVE IT!

HOW SCOUTS SELECT THEIR PRIZES

Each Scout will pick one prize from the level they have attained in sales …OR … Each Scout can select multiple prizes from lower levels as long as the total prize level value does not exceed the individual Scouts sale.

Example: If a Scout sells $400 he may choose ONE prize from the $400 level …OR… ONE prize from the $150 level, TWO from the $100 level and ONE from the $40 level.

UNIT PRIZE ORDER FORM INFORMATION

- Unit leaders will order online at www.kellerspringprizes.com
- Council ID for registration online is **697OTC.**
- Prizes will be shipped directly from the prize company to the address indicated on your online order or on your prize order.

FOR MORE INFORMATION

DISTRICT PRODUCT SALE CONTACTS

Benton

Chair	Michele Bojanowski	541 758-5077 – H 541 740-9833 - C	bojomr@gmail.com
District Executive	Jeff Weiss	928 710-1895	jweiss@otcbsa.org

Cascade

Chair	Laura Lahey	541 912-4967	huskymomx4@clearwire.net
District Executive	Debbie Knechtel	541 284-4389	knechtel@otcbsa.org

Chinook

Chair	Tammy Castoe	541 756-0122	tammy@teeshirtexpress.com
District Executive	Jay Schaefer	541 297-0207	jschaefer@otcbsa.org

Doug Fir

Chair	Sharon Muck	541 440-9269 – H 541 784-7226 - C	jaksmuck@mydfn.net
District Executive	Chris McCullough	541 530-6355	hitower697@gmail.com

Greenwood

Chair	Jennifer Andrews	541 505-4471	jsandrewsbsa@gmail.com
District Executive	Rob MacLuan	541 284-4386	rmacluan@otcbsa.org

Wacoma

Chair	Bill Hamilton	541 251-3466	billhamilton4166@hotmail.com
District Executive	Jay Schaefer	541 297-0207	jschaefer@otcbsa.org

Yaquina

District Executive	Jeff Weiss	928 710-1895	jweiss@otcbsa.org

OREGON TRAIL COUNCIL BOY SCOUTS OF AMERICA

UNIT COMMITMENT CARD
AND PRODUCT ORDER FORM

PACK/TROOP#_____DISTRICT_____

UNIT CONTACT_____

ADDRESS_____

CITY_____STATE_____ZIP_____

PHONE#_____EMAIL_____

Individual Box (60 Bars per Box)

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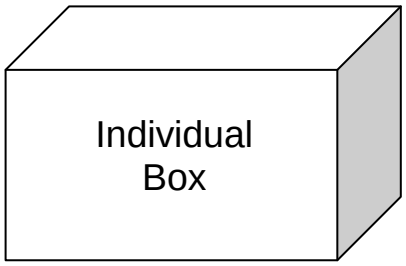

Individual Bag (24 Sticks per Bag)

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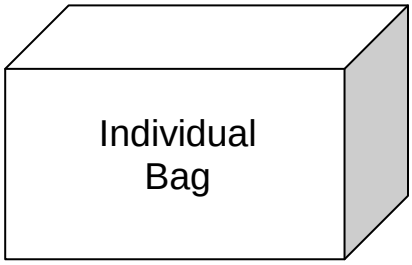

NUMBER OF CANDY <u>BOXES</u> DESIRED _____

(Individual Box)

NUMBER OF MEAT STICK <u>BAGS</u> DESIRED _____

(Individual Bags)

RETURN THIS FORM TO YOUR DISTRICT'S PRODUCT SALE CHAIR <u>TONIGHT</u>
OR CALL YOUR DISTRICT CANDY CHAIR BEFORE FEB. 7, 2014 by 2:00 pm.