TAKE YOUR SALES TO THE TOP
Fund Your Adventures

SET YOUR SALES GOAL

$ ____________________

Map out your trek to the top of your sales tracker.

1. Work with your leader to set your Sales Goal
2. Post your Goal Setting poster on your refrigerator or bulletin board
3. Color the mountain peak to mark your progress toward your Sales Goal
4. Turn over your poster and learn how selling popcorn can help you advance in Scouting!

Track Your Progress

100%
90%
80%
70%
60%
50%
40%
30%
20%
10%
Selling Trail’s End is SIMPLE

Smile
Introduce Yourself

Mention Your Sales Goal

Present Your Products

Leave Your Scout Card

Express Your Thanks

And remember to always wear your uniform to show your enthusiasm for Scouting.

STAY ON TRACK FOR COLLEGE.
Sell $2,500, earn a scholarship
6% of your sales each year is invested in your own Trail’s End Scholarship Account.
For more info, go to Sell.Trails-End.com

PATH TO ADVANCEMENT

Cub Scout Advancement Opportunities

**TIGERS**
- Curiosity, Intrigue and Magical Mysteries: Create a secret code to use during your Popcorn Sale (Req. 4)
- Stories in Shapes: Create an art piece advertising your Popcorn Sale (Req. 1b)
- Tiger Tales: Create your own Tall Tale about your Popcorn Sale (Req. 2)

**WOLVES**
- Howling at the Moon: Pick one of the four forms of communication (Req. 1) and create a Popcorn Sheet (Req. 2)
- Paws on the Path: Tell what the Buddy System is and why you need to use it during your Popcorn Sale (Req. 2)

**BEARS**
- Baloo the Builder: Select and build one useful and one fun project for your Popcorn Sale (Req. 3)

**WEBELOS**
- Art Explosion: Create a Popcorn Sale poster (Req. 3) or a T-shirt or hat (Req. 3g) for display at your Show ‘n’ Sell
- Build It: Create and build a carpentry project to advertise your Popcorn Sale (Req. 2)
  - List all the tools you used to build it (Req. 3)
  - Check which ones you’ve used for the first time (Req. 4)
- Movie Making: Create a story about your Popcorn Sale and do ALL requirements for Movie Making (Req. 1-3)

Merit Badge Opportunities

| **Art** | For requirements 5a – Produce a Popcorn Sale poster for display |
| **Communication** | For requirement 2b – Make a Popcorn Sales presentation to your counselor |
| **Digital Technology** | For requirement 9 – Show your counselor how you would teach others to sell Popcorn |
| **Graphic Arts** | For requirements 6d – Create a report on what you and your troop can do with the funds earned from selling Popcorn |
| **Journalism** | For requirements 3 and 4 – Design a poster for use during the Popcorn Sale, and follow the various steps described for one of the printing methods to produce copies of the poster |
| **Movie Making** | For requirement 2 – Create a storyboard and video designed to show how to sell popcorn |
| **Personal Management** | For requirements 5, 8, 9 – Define your Popcorn Sales Goal. Create a plan, and make a calendar for how you will achieve your goal with all your other activities |
| **Photography** | For requirement 5a, b, f – Take photographs of pop corn, Scouts selling popcorn, and other activities related to the sale. Then, arrange the prints with captions to tell a story of the sale (Req. 7) |
| **Plant Science** | With Counselor permission, use Trail’s End educational materials to show how popcorn hybrids are grown and processed (Requirements 8a and 8b-Corn Option) |
| **Public Speaking** | For requirement 2 – Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop |
| **Salesmanship** | All requirements for this merit badge may be completed through the Popcorn Sale |
| **Truck Transportation** | For requirement 10 – Describe what kind of truck would be needed to ship popcorn from the factory to your Council, tell how the popcorn would be packed, estimate the time for the trip and explain what would be the best way to unload the shipment |