

THANK YOU!

For participating in The Adventure West Council's Fall Popcorn Sale. The sale achieves 3 objectives. 1st – our Scouts sell popcorn raising the funds needed for them to have a great year in Scouting; 2nd – a portion of the sale helps support our Council, allowing us to invest in our camps, programs, and in growing the Scouting movement; Lastly – the sale instills a strong work ethic in participating youth, encouraging them to earn their way to activities and events. The annual popcorn sale is a huge resource for our local Scouting programs.

CALENDAR

- Virtual Leader Training: Saturday July 11 at 9:30am
- **Scout Kick-off:** 10am-12pm Saturday, August 8th at the Greeley Service Center
- **Order #1 Due:** Tuesday, Aug 4
 - **Order #1 Pickup:** Friday/Saturday, Aug 14-15
- **Amnesty Return Days:** Monday – Wednesday, Sept 14-16
- **Order #2 Due:** Monday, Sept 14
 - **Order 2 Pickup:** Friday, Sept 25
- **Storefront End Date:** Sunday, Nov 1
- **Order #3 Due:** Monday, Nov 9
 - **Order #3 Pickup:** Friday, Nov 13
- **Final Payments Due:** Monday, Nov 16
- **BIG SPIN PARTY:** Saturday, March 6, 2027

- The sale does not have an official start and stop. Units can start selling online as early as they want.

- Dec. 15th is the last day sales count toward prizes but units can continue to sell after this date.

- Unit's must pay for any product they have by Nov. 16th, even though they can continue to sell after this date.

COMMISSION STRUCTURE

35% - Flat Rate on both Traditional & Online Sales

DELIVERY & PICK-UP INFORMATION

Our Council provides multiple locations for pick-up which are assigned by District and pick-up times are set up in advance. This information will be sent out prior to the sale. If a different pick-up location works better for you, please let us know. The Initial Order is by the Case/Box, not individual bags.

PRODUCT INVENTORY & RETURNS

Popcorn is purchased by our Council and cannot be returned to Trail's End.

- We will monitor unit popcorn inventories throughout the sale. We may ask your unit to return unsold product early based on your unit's sales plan.
- All amnesty returns must be in good condition.
- Please work with your District Popcorn Kernel and District Executive to get more product.
 - Help reduce your amnesty return by making an informed order, using all 3 types of sales: Storefront, Wagon, and Online Direct, monitor the sale via the app, and filling family and friend orders last.

THANK YOU for your leadership and involvement in this important program.

www.awbsa.org/popcorn

CONGRATULATIONS TO OUR 2025 TOP SELLING SCOUTS!



<u>Rank</u>	<u>Scout</u>	<u>Sales</u>	<u>Unit</u>	<u>District</u>	<u>Rank</u>	<u>Scout</u>	<u>Sales</u>	<u>Unit</u>	<u>District</u>
1	Latham T	\$21,008	Pack 6	Bighorn	26	Oaklee C	\$4,974	Pack 341	Wapiti
2	Owen C	\$17,044	Pack 516	Wapiti	27	Ivan D	\$4,639	Pack 202	Golden Plains
3	Walter K	\$13,208	Pack 98	Bighorn	28	Mason P	\$4,560	Troop 184	Bighorn
4	Nate R	\$10,833	Troop 88	Bighorn	29	Aleck M	\$4,332	Pack 57	Bighorn
5	Charlie W	\$9,300	Pack 65	Wapiti	30	Marcus Z	\$4,282	Troop 6	Bighorn
6	Westin W	\$8,994	Troop 88	Bighorn	31	Landon L	\$4,106	Pack 516	Wapiti
7	Zachary W	\$8,863	Pack 1013	Thunder Basin	32	Jay L	\$3,915	Troop 1013	Thunder Basin
8	Connor S	\$8,008	Pack 57	Bighorn	33	Jonathon W	\$3,870	Troop 12	Bighorn
9	Hayley M	\$6,994	Pack 516	Wapiti	34	Taggart W	\$3,854	Troop 35	Golden Plains
10	Theofil S	\$6,069	Pack 190	Bighorn	35	William R	\$3,742	Pack 98	Bighorn
11	Zane C	\$6,060	Pack 41	Golden Plains	36	Patricia P	\$3,613	Troop 1113	Thunder Basin
12	Myles B	\$6,001	Pack 190	Bighorn	37	Jillian Z	\$3,579	Pack 1013	Thunder Basin
13	Charles K	\$5,921	Troop 6	Bighorn	38	Nathan S	\$3,552	Pack 62	Wapiti
14	John B	\$5,892	Troop 25	Golden Plains	39	Cecilia	\$3,492	Troop 136	Bighorn
15	Caleb H	\$5,782	Troop 97	Bighorn	40	Estelle C	\$3,413	Pack 136	Bighorn
16	Garrett K	\$5,683	Troop 1026	Thunder Basin	41	Michael C	\$3,413	Pack 136	Bighorn
17	Benjamin F	\$5,572	Pack 57	Bighorn	42	Jackson R	\$3,400	Troop 12	Bighorn
18	Ezekiel S	\$5,499	Pack 202	Golden Plains	43	Alexander H	\$3,397	Pack 40	Golden Plains
19	Nathan P	\$5,492	Pack 65	Wapiti	44	Sebastion M	\$3,392	Pack 40	Golden Plains
20	William P	\$5,487	Pack 1013	Thunder Basin	45	Kameron G	\$3,389	Pack 516	Wapiti
21	Theodore C	\$5,463	Pack 62	Wapiti	46	Benjamin D	\$3,376	Pack 65	Wapiti
22	Andrew S	\$5,300	Pack 65	Wapiti	47	Porter B	\$3,365	Troop 1013	Thunder Basin
23	Austin S	\$5,073	Pack 159	Wapiti	48	Landyn J	\$3,330	Troop 88	Bighorn
24	Gage J	\$5,045	Troop 1013	Thunder Basin	49	Malachi S	\$3,300	Pack 41	Golden Plains
25	Vincent W	\$5,018	Pack 673	Wapiti	50	John A	\$3,284	Pack 673	Wapiti

CONGRATULATIONS TO OUR 2025 TOP SELLING UNITS!



<u>Unit</u>	<u>Sales</u>	<u>District</u>
Pack 516	\$63,669	Wapiti
Pack 65	\$49,837	Wapiti
Troop 88	\$46,568	Bighorn
Pack 57	\$45,299	Bighorn
Pack 1013	\$33,254	Thunder Basin
Pack 8	\$31,411	Bighorn
Pack 673	\$31,183	Wapiti
Pack 98	\$29,803	Bighorn
Pack 62	\$28,790	Wapiti
Pack 202	\$28,225	Golden Plains

PREPAID & eGIFT CARDS!

Scouts will earn points based on their sales that accumulate toward Prepaid & eGift cards. Heroes and Helpers sales earn 1.75 points (credit & online) and 1.5 points (cash). App Credit & Online sales earn 1.25 points per \$1 sold. Cash is 1 point per \$1 sold. **Scouts MUST record their sales in the Trail's End App to qualify for all prizes and incentives.** Unit Kernels can assist in tracking missed sales or paper sales through the Trail's End Unit Leader Portal.

PARTICIPATION PATCH

Scouts will receive a special patch for selling at least one item recorded in the app!

SCHOLARSHIP FUND!

Scouts will earn 4% of their sales toward a scholarship account! *(A minimum of \$3,000+ in sales is required to qualify. Checks will be mailed directly to the qualifying Scout's parent in March with instructions on how to set up a scholarship account. No additional paperwork required)*



BIG SPIN PARTY!

Our top 50 selling Scouts will be invited to the BIG SPIN Party on Saturday, March 6th. Scouts will spin the PRIZE WHEEL to earn fabulous prizes! For every \$2,000 of product sold, a Scout will earn a spin and a prize!

- Food, Fun, and Games!
- Recognition!
- Music!
- A "Top 50" Sellers Club T-Shirt!

CHAMPIONSHIP SELLERS!

Scouts that go above and beyond with their sale will receive our Championship Seller prizes!

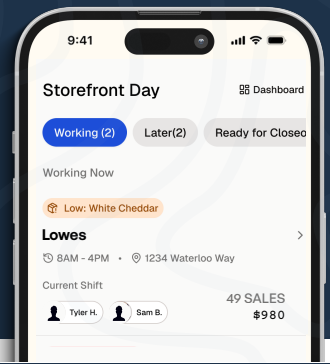


- \$5,000+ = Championship Ring & Free Cub World for Scout & Parent **OR** \$250 off Summer Camp/High Adventure **(In Council Camps Only)**
- \$10,000+ = Championship Belt
- \$20,000+ = Championship Experience



Trail's End®

2026 Leader Guide



New to Trail's End?

Register here: login.trails-end.com/unit-registration

START

Log into the Leader Portal

- Complete "**Plan Your Fall Fundraiser**" so Trail's End can secure Storefront hours for your Unit

Set Goals

- Build your Unit's Adventure Plan inside Portal
- Share your Unit calendar and budget with parents
- Scouts download the App and set their goals

Manage Storefronts

- View "Reserve Storefronts" for available hours.
- Ensure all Storefronts hours are filled
- Select "One Scout per shift" to achieve goals faster

Throughout the Sale

- Have Scouts use the Trail's End App
- Order and track inventory in the Portal
- Motivate your Scouts with [Trail's End Rewards](#)

When the Sale Ends

- Submit Scout Rewards
- Request your Unit Payout
- Celebrate and enjoy your Scouting year!

FINISH



HEROES AND HELPERS

Units earn commission, Scouts earn bonus Rewards, and Trail's End delivers heartwarming snacks to military personnel and their families, first responders and local food banks.

TRAIL'S END STOREFRONTS: UNITS & SCOUTS SELL 7X MORE

Trail's End secures **convenient hours and locations** for your Unit and Scouts on dates you can sell.



Last year, thousands of Scouts sold **\$300+/hour** over **27,000+** Storefront hours.

TRAIL'S END APP

Scouts:

Sign-up for Storefronts and get trained
Personalize and share their online pages
Claim Trail's End Rewards throughout the sale

Parents:

Quickly convert any cash at the end of every shift

<https://qrco.de/trails-end>



GO CASHLESS

Trail's End pays all credit card fees.

Tap-to-Pay is integrated directly into the App, making transactions **faster, easier, and safer** for everyone

... AND Scouts earn more Rewards with credit!



Join Our Leader Community

fb.com/groups/TEPopcornCommunity

Support and FAQs

support.trails-end.com

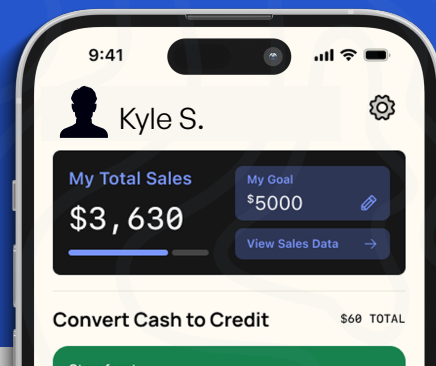


Meet Fin - Trail's End's new Chatbot

Get live answers in the Portal!

Trail's End®

2026 Parent Guide



New to Trail's End?

Download our Scout App here: <https://qrco.de/trails-end>

START

Log into the Trail's End App®

- Sign up for Storefronts shifts
- Personalize and share your online page
- Build your skills with training

Enter the App

- Enter your sales goal in the App
- Recommended: \$2,000 for Cub Scouts and \$3,000 for Scouts BSA

Practice Your Pitch

Hi, my name is ____! I'm raising money for Scouting and ____ (summer camp). Can I count on your support?

- Stand, ask everyone, make eye contact, smile, and always say thank you!

Throughout the Sale

- Enter every sale in the App in real-time
- Track your progress towards your goal
- Set hourly goals - I'm going to sell \$500 this hour!

Track Progress Towards Your Goal

- That's it - you're done.
- Celebrate and enjoy your Scouting year!

FINISH



HEROES AND HELPERS®

Scouts earn bonus Rewards and Trail's End delivers heartwarming snacks to military personnel and their families, first responders and local food banks.



GO CASHLESS!

Ask consumers to pay with credit! Tap-to-pay transactions make it faster, easier, and safer for everyone.

... AND Scouts earn **4x more Rewards** with credit!

TRAIL'S END® REWARDS

Scouts earn eGift Cards (Amazon®, Prepaid Mastercard®, and more) and choose the prizes they want! With 100% credit sales, Scouts claim when ready! [View 2026 Rewards](#)

TRAIL'S END® STOREFRONTS: FUND YOUR YEAR IN A WEEKEND

Trail's End secures **convenient hours and locations** on dates you can sell.



Last year, thousands of Scouts sold **\$300+/hour** over **27,000+** Storefront hours.



Support and FAQs
support.trails-end.com



Join Our Parent Community
fb.com/groups/TEScoutParents



Meet Fin - Trail's End's new Chatbot
Get live answers in the App!

Trail's End REWARDS®

EARN 4X WITH CREDIT

4 POINTS PER \$1 CREDIT & ONLINE SALES

1 POINT PER \$1 CASH SALES

+3 BONUS POINTS PER \$1 FOR CASH TO CREDIT®

PLUS

1 bonus point per \$1 for Heroes And Helpers®

Earn ADDITIONAL bonus points for achieving sales levels below

NEW

Earn points on sales between levels!

With 100% credit sales, Scouts claim when ready!

Each point = \$0.01 in gift cards; minimum of \$600 in sales is required for Rewards claiming to begin.



CLAIM GIFT CARDS FOR ADVENTURES, FUN & GEAR!

Pick one or more:
Amazon eGift Card, Prepaid Mastercard®, and others!

WHY IS CREDIT IMPORTANT

72% of U.S. retail is credit — yet Scouts are only 51% credit from consumers. That's a missed opportunity, because **consumers spend 14% more with credit — helping Scouts hit goals 14% faster.**

Plus, **not handling cash is safer** for Scouts, Parents, and Leaders, and **credit means Scouts, Packs/Troops, and Councils get paid faster.**



DOWNLOAD THE TRAIL'S END APP® TO START EARNING

Here's what Scouts earn with all credit sales:

SALES LEVEL	BASE POINTS (4 POINTS PER \$1)		LEVEL BONUS POINTS		TOTAL POINTS	\$ REWARDS	WHAT YOU COULD GET
\$25,000*	100,000	+	235,000	=	335,000	\$3,350	Family Vacation
\$15,000	60,000	+	140,000	=	200,000	\$2,000	High Adventure
\$10,000	40,000	+	70,000	=	110,000	\$1,100	Canoe
\$7,500	30,000	+	50,000	=	80,000	\$800	3D Printer
\$5,000	20,000	+	30,000	=	50,000	\$500	Gaming Console
\$4,000	16,000	+	21,500	=	37,500	\$375	Day Camp
\$3,000	12,000	+	13,000	=	25,000	\$250	Hiking Backpack
\$2,000	8,000	+	3,000	=	11,000	\$110	Drone
\$1,500	6,000	+	1,500	=	7,500	\$75	Camping Tent
\$1,000	4,000	+	500	=	4,500	\$45	Video Game
\$600	2,400	+	100	=	2,500	\$25	Water Bottle

***Earn additional 45,000 bonus points for every \$5,000 sold above \$25,000**

Trail's End Rewards earned in 2026 must be claimed by March 31, 2027. All rewards and promotions are subject to Terms and Conditions.

The merchants represented are not sponsors of the rewards or otherwise affiliated with this company. The logos and other identifying marks attached are trademarks of and owned by each represented company and/or its affiliates. Please visit each company's website for additional terms and conditions.



2026 PRODUCTS

- We sell popular products & flavors that consumers purchase and enjoy every day
- No artificial colors or flavors



**FOUR
\$20
PRODUCTS***

**DESIGNED TO INCREASE
CONSUMER PURCHASES!**

**SIMPLIFIES SALE FOR
SCOUTS, LEADERS,
AND CONSUMERS!**

\$20



SEA SALT POPCORN

New

- Delicious and made with just the right amount of salt
- 12.5 cups | 5oz

\$20



WHITE CHEDDAR POPCORN

- Savory and made with real cheese
- 16.5 cups | 6oz

\$20



SALTED CARAMEL CORN

- Rich caramel with just the right amount of salt
- 5 cups | 11oz

\$20



SWEET & SALTY KETTLE CORN

- Light, crispy texture
- Only 4 ingredients
- 7.5 cups | 4.5oz

\$25



MICROWAVE BUTTER POPCORN

- Just the right snack for movie night
- 12 microwave bags

ONE FUNDRAISER TO POWER YOUR ENTIRE YEAR

*Each Council designates products and pricing for their Units to sell each year.
**Average return to local Councils, Units and Kids based on all Trail's End product sales. Individual results may vary.
Nutritional information & ingredients available on back of packaging. Contact us at support.trails-end.com/support/home with questions.