



Leader's Guide to Online Popcorn Sales

1. Go to sell.trails-end.com, select “Create an Account” and click “Leader”.
2. Fill out the required information – your validation code is “popcorn”, your council is “Northern Star”, and your district is “Northwest”.



3. You can view all Scouts and leaders signed up under your unit by visiting the “My Unit” tab.



4. You can view your Scouts' orders by clicking on the “Orders” tab – orders show up after they are shipped, usually within 24 hours.
5. Use the “Tool Kit” tab to find unit sales planning guides, kickoff helps, and more. Use the “Training” tab to find resources to help you improve your sale.

What is the difference between Online Sales and the Popcorn System?

As a leader you will need two separate accounts to manage your sale. Your online sales account is used to view Scouts' online sales and to access resources. Your popcorn system account is used to enter your unit's product orders and Scout rewards orders. That system can be accessed at <http://scouting.trails-end.com/TESales/>.

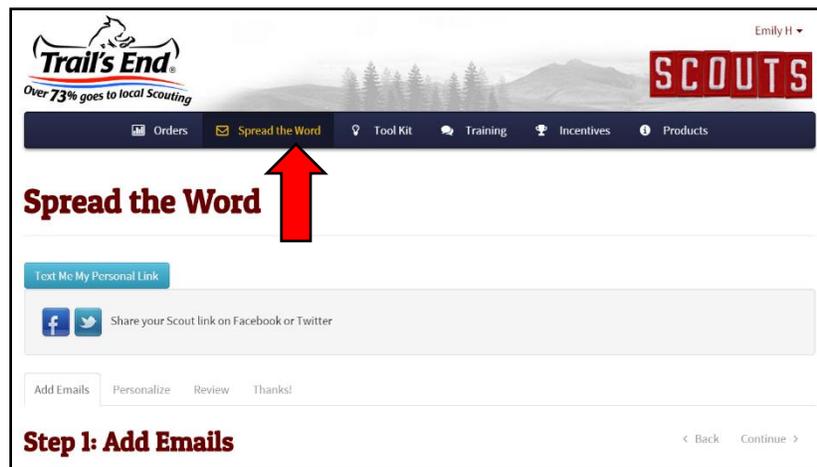


Scout and Parents' Guide to Online Popcorn Sales

1. Go to sell.trails-end.com, select “Create an Account” and click “Scout”.
2. Create an account with your unit information. Scouts under the age of 13 will need parental approval to activate an account. Your council is “Northern Star” and your district is “Northwest”.



3. Click on the “Spread the Word” tab to send emails or share the link to your sales page on Facebook or Twitter. By clicking on that link, friends and relatives can make a purchase on your behalf, and the popcorn will be shipped right to their door.



4. Use the “Orders” tab to track orders (orders appear after they are shipped, usually within 24 hours). Use the “Training” tab to find selling tips and explore the “Products” tab to learn more about the popcorn products and military donations.
5. All online sales during the popcorn sale count towards your sales totals and rewards.

Does my whole pack or troop need to sell popcorn for me to make online sales?

No, a scout can sell popcorn online on their own, as an additional individual fundraiser. Your leader will be contacted about distribution of money earned during the sale.