









# The Popcorn Sale & Merit Badges






Few activities demonstrate to Scouts the value of planning, organization, and commitment more clearly than a Troop's combined efforts in a popcorn sale. Scouts develop and practice new skills, learn about sales and marketing, and reach new levels of personal success.

Consider how your annual popcorn sale can be incorporated into the following Boy Scout Merit Badges.

**\*\*Before beginning, discuss requirements with your Merit Badge Counselor\*\***

	<p style="text-align: center;"><b>ART</b></p> <p><b>Requirements 2, 4, 5</b> Product an "America's Popcorn Sale" poster for local display using pen &amp; ink, watercolor, pencil, pastel, oil, tempera, acrylic paint or marker</p>		<p style="text-align: center;"><b>COMMUNICATIONS</b></p> <p><b>Requirement 2b:</b> Make a popcorn sale presentation to your counselor. <b>Requirement 3:</b> Write your speech on how and why popcorn benefits Scouts beyond just earning money. Present it to your troop or pack. <b>Requirement 6:</b> Plan and teach the skill of selling popcorn using the door-to-door method and/or at a Show-N-Sell</p>
	<p style="text-align: center;"><b>DIGITAL TECHNOLOGY</b></p> <p><b>Requirements 6b:</b> Draft a letter inviting parents to your Unit's Popcorn Kickoff <b>Requirements 6d:</b> Report on your Unit's popcorn fundraiser <b>Requirements 6e:</b> Take pictures of your Unit's popcorn sale.</p>		<p style="text-align: center;"><b>ENTREPRENEURSHIP</b></p> <p><b>Requirements 4, 5, 6:</b> With Council's permission and Merit Badge Counselor's guidance use the Popcorn sale to meet many of the requirements for this badge.</p>
	<p style="text-align: center;"><b>GRAPHIC ARTS</b></p> <p><b>Requirements 3, 4</b> Design a poster for use during the popcorn sale, and follow the various steps described for ONE of the printing methods to product copies of the poster.</p>		<p style="text-align: center;"><b>JOURNALISM</b></p> <p><b>Requirements 4a, b:</b> Create a story reporting on your Troop's participation in the Colonial District's popcorn sale. <b>Requirement 4c:</b> Document or report on your Troop's popcorn sale using pictures &amp; captions.</p>
	<p style="text-align: center;"><b>MOVIEMAKING</b></p> <p><b>Requirements 1,2</b> Create a storyboard for a video designed to show Cub Scouts how to sell Trail's Ends popcorn.</p>		<p style="text-align: center;"><b>PERSONAL MANAGEMENT</b></p> <p><b>Requirement 9:</b> Use the popcorn sale as your "project plan" with your sales goals as your desired outcome. Even though it is a "paper project", you can still execute it for the sale.</p>

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	<p align="center"><b>PHOTOGRAPHY</b></p> <p><b>Requirements 4a or b</b>          Take photographs of Trail's End products, of Scouts selling and of other activities related to the sale and arrange the prints with selling techniques. Arrange the prints, with captions, to tell a story of the sale.</p>		<p align="center"><b>PLANT SCIENCE</b></p> <p><b>Requirements 8, Option 1E:</b> With Council's permission, use educational materials to show how popcorn hybrids are grown and processed</p>
	<p align="center"><b>PUBLIC SPEAKING</b></p> <p><b>Requirement 2:</b> Prepare and give a speech to a Cub Unit describing the benefits of popcorn sales to the Troop  <b>Requirement 4:</b> Prepare a speech on how to improve and promote the popcorn sale in your Unit to your Unit's Committee</p>		<p align="center"><b>SALESMANSHIP</b></p> <p><b>Requirements ALL:</b> With the guidance and permission of your Merit Badge Counselor, plan to use your popcorn sales ideas and tactics to meet many, or all, of the requirements for this badge.</p>
	<p align="center"><b>TRUCK TRANSPORTATION</b></p> <p><b>Requirement 8:</b> 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 equipment.</p>		