



2026 POPCORN LEADER'S GUIDE

Scouting America.
Old Hickory Council

Trail's End®

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Key Contacts

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Feedback, Guidance, Practical Tips

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Guidance, Ordering, Invoicing, Support

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Facebook Group



www.facebook.com/groups/oldhickorycouncilpopcornkernels

Trail's End Guides



<http://support.trails-end.com>

Council Popcorn



<https://www.oldhickorycouncil.org/popcorn>

Key Dates

July 27 - Popcorn Pep Rally - Wachovia Kickoff #2 at Scout Service Center
August 10 – Popcorn Pep Rally - Blue Ridge District Roundtable Breakout at Boone Scout Hut
August 11 – Popcorn Pep Rally - Seven Rivers District Roundtable Breakout at CRK
August 11 – Popcorn Pep Rally - Wilkes District Roundtable Breakout at N Wilkesboro UMC
August 12 - Popcorn Pep Rally - Wachovia Kickoff #2 at Scout Service Center
August 15 - Show & Sell Orders Due Online
September 1 - Take Orders & Online Orders Start!
September 4 - Show & Sell Order Distribution
September 5 - Show & Sell Sales Start!
September 28 - Replenishment Order Due Online
October 9 - Replenishment Order Distribution
October 31 - Take Order Due Online
November 12 - Take Order Distribution
November 30 - All Prize Orders Completed On App
November 30 - All Payments Due to Old Hickory Council



Popcorn Pep Rally

Learning Objectives:

- Understand the benefits of the fall product sale for your unit and the Old Hickory Council
- Understand how to plan, execute, and evaluate a fall product campaign
- Know how to order, manage inventory, and close out the sale
- Know what resources are available - in print, online, and in person
- Know how to motivate and incentivize your Scouts
- Have an understanding of the available products
- Build enthusiasm



Introducing Trail's End

We are officially transitioning to Trail's End as our new popcorn vendor! This move allows us to focus on what matters most: funding your Scouting program with less "paperwork" and more "popcorn."

- **All-in-One App:** No more paper tally sheets. Take-orders, storefronts, and online sales will all be managed through the Trail's End app. Track door to door sales, collect both cash and credit card payments, and enjoy the flat fee for online order shipping.
- **Prime Real Estate:** Through Trail's End, we now have access to more storefronts, including Walmart and Sam's Club, with more opportunities scheduled in every community thanks to the Trail's End professional staff.
- **Simplicity is Key:** We are moving from 23 items down to just 8 high-demand items. Don't worry—we're keeping the favorites!
- **Retiring the Peanut Sale:** To keep our focus sharp, we will no longer hold a separate peanut sale. All your snacks are now in one place. The sale does include Virginia peanuts and honey roasted peanuts.
- **Great Rewards:** Prizes will now be handled via Gift Cards, giving Scouts the power to choose their own rewards. This includes Lego Store, Nintendo, Amazon, REI, and more!
- **More Commissions:** Your Unit's commission structure will increase from last year!



Kernel Checklist

1. The Boring Admin Stuff

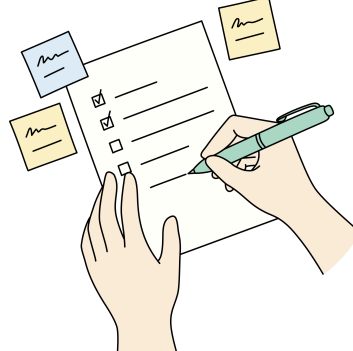
- **Commit to the Sale:** Register at <https://login.trails-end.com/> for your account so you are on the communication list and capable of placing orders!
- **Attend the Popcorn Pep Rally:** Get the latest updates on products, dates, and technology (like the Trail's End app).
- **Review the Guidebook:** Familiarize yourself with the council-specific calendar, commission structures, and return policies.
- **Update Unit Leadership:** Ensure the Committee Chair and Treasurer are aligned on how the funds will be used.
- **Set Up Your Unit Profile:** Log in to the sales portal to verify your unit's roster and banking information.

2. Setting up Your Sale

- **Determine Per-Scout Fundraising Goal:** Calculate the "Ideal Year of Scouting" budget and divide it by the number of Scouts.
- **Determine Additional Unit Prizes:** Beyond council patches, consider "pie-in-the-face" challenges, movie nights, or top-seller gear.
- **Establish Guidelines:** Create a clear, one-page handout for parents covering pickup dates, return deadlines, and money-handling procedures.
- **Confirm Show-and-Sell Locations:** dates and times with local storefronts (grocery stores, hardware stores, etc.).
- **Place Initial Unit Popcorn Order:** Order enough stock for your kickoff and early storefront sales based on last year's data.

3. Training Your Scouts and Parents

- **Host the Unit Kickoff Meeting:** Make it high-energy! Demonstrate the product, reveal the prizes, and feed the families.
- **The "Elevator Pitch" Workshop:** Have Scouts practice their 30-second script (Who they are, what they are doing, and why they are raising money).
- **App & Tech Setup:** Ensure every parent has downloaded the sales app and knows how to log credit card transactions.
- **Safety Briefing:** Review "Two-Deep Leadership" for door-to-door sales and the importance of never entering a stranger's home.



4. Logistics

- **Coordinate Warehouse Pickup:** Recruit volunteers with trucks or SUVs to help transport the initial order from the warehouse.
- **Inventory Management:** Track exactly which Scout has what inventory to make "returns" or "swaps" easier later in the season.
- **Place Replenishment Orders:** Monitor inventory levels weekly and place mid-season orders if the Scouts are outperforming expectations.
- **Money Collection:** Establish a weekly "check-in" night for parents to drop off cash and checks to the Treasurer.

5. Momentum

- **Share Online Selling Links:** Help Scouts send their personalized links to out-of-town family and friends via social media and email.
- **The "Mid-Way" Leaderboard:** Share progress updates via your unit newsletter to spark friendly competition.
- **Spotlight High Performers:** Give small, immediate "at-the-meeting" rewards for the first Scout to hit \$500 or the first to fill a "bingo" card.
- **Inventory Swap:** Facilitate trades between families who have too much "Salted Caramel" and those who need more "White Cheddar."

6. Wrapping It All Up

- **Ensure All Final Orders are In:** Double-check that every Scout has closed out their app.
- **Place Final Popcorn Order:** Submit the final "take-order" numbers to the Council.
- **Remit Product Payments:** Work with the Treasurer to pay the Council invoice by the deadline to ensure the unit keeps its full commission.
- **Distribute Rewards:** Hand out patches and prizes at a Pack or Troop meeting to celebrate the hard work.
- **After-Action Review:** Take 10 minutes to write down what worked and what didn't for next year's Kernel.



The Sales Plan

Show and Sell

Think of a childhood lemonade stand but with more traffic and more money. Trail's End's staff will set up opportunities to sell at high traffic areas like **Tractor Supply** and **Sheets**, grocery stores like **Lowe's, Food Lion, and Harris Teeter**, and new locations through their relationships like **Walmart and Sam's Club**. All opportunities will be put on the Trail's End App for your Unit or individual Scouts to sell your product.

Take Orders

The traditional order form is getting an upgrade, **We're going paperless**. All take-orders are recorded in the app. This keeps life simple and easy for you to track who has ordered, paid, and been delivered too. Our recommendation: Use your Show and Sell popcorn to fill the orders ASAP. You can always get more product from the Council and then folks who order in September don't have to wait until November to get their product!

Online Orders

Use the app or the online portal to send your link across the nation to family and friends! Even during a take-order or storefront sale, if you are out of product you can have the item(s) shipped directly to the buyer for **\$7.99 Flat Rate Shipping!**

SAFE Sales Tips



Supervision & The Buddy System (S)

- **Never Sell Alone:** In accordance with Youth Protection policies, Scouts should always be in the "Buddy System" (two or more Scouts) or accompanied by a parent/guardian.
- **Adult Presence:** Cub Scouts must always have an adult within sight and sound. Scouts BSA members should have a pre-arranged "check-in" point with an adult if canvassing a block.
- **The "No Entry" Rule:** NEVER enter a stranger's home or vehicle for any reason, even if invited in to "write the check" or "stay warm." Stay on the porch or sidewalk in plain view.

Assessment of the Environment (A)

- **Daylight Only:** Limit door-to-door sales to daylight hours. If selling at a "Pop-Up Shop" after dark, ensure the area is well-lit and at least two adults are present.
- **Traffic Safety:** Always walk on sidewalks and driveways. When crossing the street, use crosswalks and "Stop, Look, and Listen."
- **Be Weather Aware:** Autumn weather can shift quickly. If a thunderstorm or heavy rain moves in, pause the sale and seek shelter immediately.

Fitness & Personal Well-Being (F)

- **Hydration:** Always carry a water bottle. Selling is hard work!
- **Fatigue Check:** Monitor your "buddy." If a Scout is getting tired or cranky, take a 15-minute break. A tired Scout is less likely to pay attention to safety hazards.

Equipment & Money Management (E)

- **The Cash:** Never carry large amounts of cash in a visible "bank bag." Use a discreet pouch or have the accompanying adult hold the high-value bills.
- **Digital First:** Encourage credit card or app-based payments. This reduces the risk of lost cash and is safer for the Scout and the unit.
- **The Uniform:** The Scout uniform is your best "safety equipment." It identifies you immediately to neighbors as a member of a trusted organization.

Sample Unit Kickoff Plan



1. Opening & The "Big Dream" (10 Minutes)

Goal: Connect the popcorn to the fun.

- The Hook: Start with a slideshow or short video of the unit's best moments from the past year (summer camp, hiking, pinewood derby).
- The "Why": Explain that "Popcorn pays for the fun." Briefly outline the "Ideal Year of Scouting" budget.
 - Example: "If every Scout sells \$XXX, our dues are covered, and the spring camporee is free!"
- The Big Reveal: Show off the top prizes. If there is a "Unit Big Prize" (like a drone or a specific outing), reveal it now with high energy.

2. The Product & The Pitch (15 Minutes)

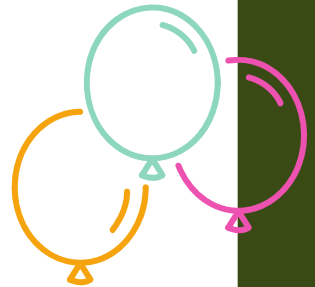
Goal: Make the Scouts experts and comfortable talking to customers.

- Taste Test: Set up a station with small samples of the most popular flavors. Let the Scouts pick their favorite so they can tell customers, "My favorite is the White Cheddar!"
- Roleplay Activity: Divide Scouts into pairs. Have one act as the "Scout" and one as the "Neighbor."
 - The Script:
 - i. Greeting: "Hi, I'm [Name] with [Unit #]."
 - ii. The Mission: "I'm earning my way to summer camp. Would you like to help me by buying some delicious popcorn?"
 - iii. The Closer: "We have everything from Caramel to Microwave packs. Which one would you like?"
 - iv. The Manners: "Thank you for supporting Scouting!"

3. Logistics & Parent "Briefing" (15 Minutes)

Goal: While Scouts are doing a secondary activity (like a quick game), talk to the parents.

- The Handout: Provide a "One-Stop-Shop" flyer with:
 - Key dates (Pickup, Money due, Order deadline).
 - Your contact info (the Unit Kernel).
 - Instructions for downloading the sales app and setting up online links.
- The "Storefront" Sign-up: Have a physical or digital sign-up sheet ready for Show-and-Sell slots. Encourage every family to sign up for at least two shifts.
- Safety First: Remind parents about never selling alone and staying on the sidewalk/porch.



4. Setting the Goal (5 Minutes)

Goal: Create a sense of individual and collective ownership.

- The Goal Poster: Have a large thermometer-style poster. Mark the unit's total goal at the top.
- Individual Commitments: Have each Scout write their personal goal (e.g., "\$1,000" or "30 containers") on a star and tape it to the wall or the poster.

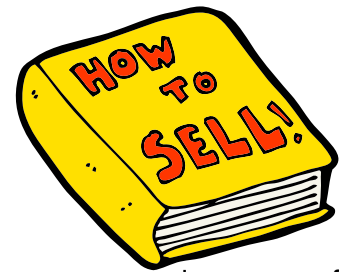


5. Closing & "The Challenge" (5 Minutes)

Goal: Send them home ready to work.

- The "First Weekend" Challenge: Offer a small, immediate reward (like a specific patch or a candy bar) for any Scout who makes their first sale within 48 hours.
- Closing: Perform a traditional Scout closing (Circle of Fellowship or Retirement of Colors).

Selling Strategies



- **The Super Triangle:** Challenge every Scout to sell to the 15 houses immediately surrounding their home (4 down, 7 across, 4 back). It's a low-pressure way to start.
- **The Blitz Day:** Pick one Saturday. Meet at a park, give everyone a map and a wagon of popcorn, and "divide and conquer" a whole neighborhood in two hours. End with a pizza party!
- **B2B (Business to Business):** Approach local business owners. Popcorn makes great holiday gifts for employees or "thank you" gifts for clients.
- **Drive-Thru Booths:** Set up in a large parking lot or at your Charter Org. Use yard signs to funnel cars into a "lane" where they never have to unbuckle their seatbelts.
- **Visual Impact:** Use silly signs, balloons, and photos of your Scouts in action (camping, at the lake, etc.). Customers aren't buying popcorn; they are buying a summer camp experience for a kid.
- **The Popcorn Cheer:** Create a loud, fun unit cheer to celebrate every \$50 or \$100 sold at a Show & Sell. It draws attention and keeps energy high.
- **Interactive Games:** Let customers "Spin a Wheel" for a small piece of candy or a sticker if they make a purchase.
- **The "Unit Kernel Team":** Don't do this alone. Assign Den/Patrol Kernels. They handle the "energy" for their specific group, track weekly totals, and help with inventory swaps.
- **Layered Rewards:** Don't just rely on Council prizes. Offer "Instant Gratification" rewards:
- **The "Pie-in-the-Face":** If the unit hits the total goal, the Cubmaster/Scoutmaster gets pried at the next meeting.
- **Top Seller Perks:** Gift cards, a "Free Camping" pass, or refunded dues.
- **Parent Incentives:** "freebies" from local businesses (oil changes, coffee, massages) to reward the parents of the top-selling Scouts. Motivated parents = Successful Scouts.
- **The "One Fundraiser" Rule:** Sell hard once. Remit your money, hit your goal, and then get back to Scouting. Avoid "fundraiser fatigue" by doing popcorn exceptionally well.
- **Weekly "Pulse" Updates:** Send a weekly email or text. "We are at 65% of our goal! Den 3 is currently in the lead for the pizza party!"
- **Roleplay Training:** Spend 20 minutes at a meeting practicing "The Pitch." Teach Scouts to look people in the eye, speak clearly, and always say "Thank you" even if the answer is "No."
- **Clear Divvy Rules:** Decide early and communicate clearly how the commission is split. Does it go to the general fund, or into individual Scout Accounts? Transparency prevents conflict later.
- **The "Donation" Option:** Always have a "Military/First Responder Donation" jar or button on the app. Many people want to support Scouting but don't want the calories. This is a 100% "sale" for your goal!
- **QR Code Yard Signs:** If a Scout is doing a "Pop-Up Shop" in their driveway, put out a yard sign with a QR code that links directly to their online sales page.
- **Credit is King:** Ensure every Scout has the app ready. In 2026, many people don't carry cash. If you can't take a card, you'll lose 50% of your potential sales.



Objections at the Point of Sale



The Objection: "The price is too high."

The Response: "I understand! It's helpful to think of it as a donation to Scouting, and the popcorn is our way of saying thank you. About 73% of the cost goes directly to our local programs. Would you like to try one of our smaller bags?"

The Objection: "I am allergic" or "I cannot eat popcorn."

The Response: "I'm sorry to hear that! If you'd still like to support our troop, you can buy a bag to be sent to military members overseas. It's a great way to support both Scouting and our troops!"

The Objection: "It's not healthy."

The Response: "Actually, popcorn is a high-fiber snack! We also have fresh, crispy, and salted Virginia Peanuts, would you like to buy a tin?"

The Objection: "I don't have any cash on me."

The Response: "No problem at all! We actually accept all major credit and debit cards using our app. Which one would you prefer to use?"

The Objection: "We already bought some popcorn."

The Response: "That's awesome! Thank you for supporting Scouting. Since you're already a fan, would you consider buying a bag as a gift for a friend or to send to the military?"

The Objection: "I can buy this cheaper at the grocery store."

The Response: "You're absolutely right! You're paying a bit more here because the majority of the cost stays right here in our community to fund our camping trips and service projects. You're making a donation and getting a great snack as a thank-you!"

The Objection: "I'm in a hurry / I don't have time."

The Response: "I understand! I can make this really quick—our most popular item is the [Insert Best Seller]. We take cards, and I can have you on your way in less than a minute!"

The Objection: "I don't like this brand / I prefer the other one."

The Response: "I appreciate the feedback! This year we have some brand-new flavors and a new app that makes it really easy to ship gifts to friends. Would you like to see what's new in our selection?"

The Objection: "I already support my grandson/neighbor's troop."

The Response: "That's fantastic! Thank you for supporting Scouting. Since you're already a supporter, would you consider a military donation today? That way, you're helping our local troop and the troops overseas!"

The Objection: "I don't want to give out my address or personal info."

The Response: "No problem at all! If you buy one of our 'Take Order' items, I just need a name and a way to reach you when it arrives. Or, you can buy one of these items I have with me right now and take it home today!"

Commission

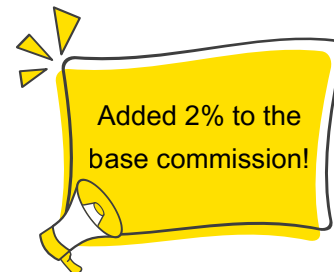
30% - Guaranteed Base Commission

+5% - Complete the following:

- Order on time for each sale you participate in
- Pick up your order on time
- Pay your bill on time
- Order your prizes on time
- Attend a Popcorn Pep rally

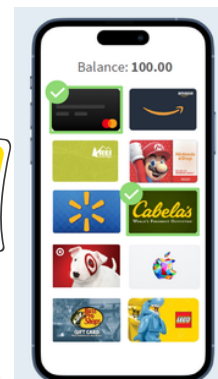
+3% - Achieve Sales Goal which was created via a combination of subjective observation and objective data based upon community, opportunity, number of scouts, adult support

+2% - 75% of Scouts Registered on 8/1/26 participate in the sale



Prizes!

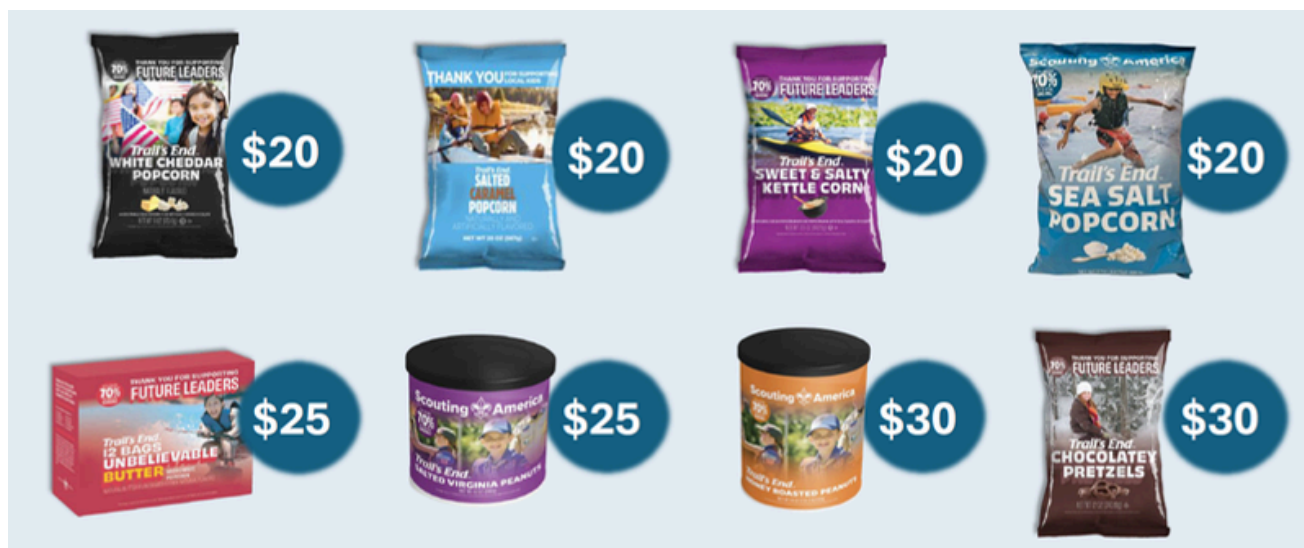
Scouts claim their rewards from the app! Scouts can choose from 15 different gift card options and can even split their rewards amongst multiple choices! No approving, receiving, distributing, or replacing prizes. Uncapped levels can incentivize top sellers!



High Seller Prizes are back with gusto!
Check out the Trail's End App for great Swag and more!



The Products



White Cheddar Popcorn
Salted Caramel Popcorn
Sweet & Salty Kettle Corn
Sea Salt Popcorn

Unbelievable Butter Microwave Popcorn
Slated Virginia Peanuts
Honey Roasted Virginia Peanuts
Chocolatey Pretzels



Popcorn Ordering

Popcorn Kernels will receive an e-mail from the Trail's End system when they submit the unit commitment form on page 2. We will use this data to create your account and then follow the automated e-mail to the address you provide. Your order is due on the date provided as the next morning we have to submit the order to Trail's End. To give YOU as much time as possible to order, we have set the order date as late as possible. **Unfortunately we cannot accept orders after the deadline.** You will need to wait until the replenishment or final order. If you have issues or cannot figure out the system, reach out to the contacts on page 2 for guidance & support. If you're getting frustrated, call us!

Invoices

Kernels will be able to see their invoice live on the Trail's End Web Portal. We will e-mail invoices in November. You may pay your invoice at your leisure. If you sell online or take credit card via the app, that will come off your bill. If you take enough credit card payments that the council owes you money, we will add the funds to your Unit Account.

Additional Product

The Council Service Center may have extra product available. Do not hesitate to reach out if you need more product to sell. If available, a professional may even be able to bring you excess while you are at a storefront! An additional order date for product replenishment has been placed on the calendar for the end of September for those who need large quantities. Our emphasis is on encouraging storefront sales.

Pick Up

You will receive an e-mail prior to the pick up day letting you know your window. We try to maximize this time to get you in and out as soon as possible. If you need to change your location, time, or make other arrangements, reach out to the contacts on page 2.

WHAT SIZE VEHICLE WILL I NEED?



Mid-size car
20 cases



Standard SUV
40 cases



Standard Van
60 cases



Full size SUV
70 cases



Pickup
90 cases

Ordering Policy

- Show & Sell Product **MUST** be ordered in full cases.
- Take Order may be ordered in both cases and containers.
- No returns on product are accepted. Please plan accordingly.
- Please use your excess Show and Sell product to fill your take order. Then, use the system to order the rest.
- If you have excess popcorn during the campaign, you may reach out to the council service center via the contacts on page 2 to see if you can move popcorn to another Pack/Troop who may be on a waiting list for more popcorn!

First Time Order Suggestions

Small Units (10 Scouts)

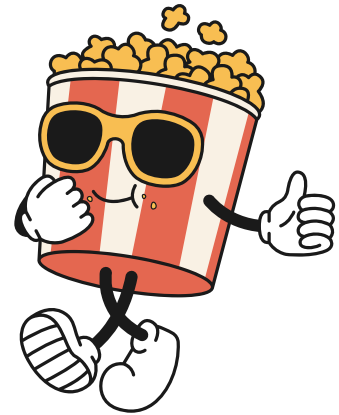
2 Cases - White Cheddar Popcorn
2 Cases - Salted Caramel Corn
1 Case - Kettle Corn
2 Cases - Sea Salt Pre-Popped
2 Cases - Microwave Butter
0 Cases - Chocolatey Pretzels
1 Case - Virginia Peanuts
1 Case - Honey Roasted Virginia Peanuts

Medium Sized Units (25 Scouts)

3 Cases - White Cheddar Popcorn
3 Cases - Salted Caramel Corn
2 Case - Kettle Corn
4 Cases - Sea Salt Pre-Popped
4 Cases - Microwave Butter
1 Cases - Chocolatey Pretzels
1 Case - Virginia Peanuts
1 Case - Honey Roasted Virginia Peanuts

Large Sized Units (40 Scouts)

8 Cases - White Cheddar Popcorn
6 Cases - Salted Caramel Corn
4 Case - Kettle Corn
8 Cases - Sea Salt Pre-Popped
6 Cases - Microwave Butter
2 Cases - Chocolatey Pretzels
2 Case - Virginia Peanuts
2 Case - Honey Roasted Virginia Peanuts



Solo Scout Program

Scouts can sell in the Solo Scout Program if their Pack or Troop chooses not to participate.

1) A parent should visit www.Trails-End.com and click the "Leader Registration/Commit to Sale" button at the top, then choose "Scout" on the next page. Fill out the form with your information.

2) Download the sales app and start selling! You can sign up for storefront slots, sell online with your link/code, go door to door etc. If you'd like to take popcorn for storefronts, let us know at oldhickory.council@scouting.org. Sales must be complete by October 31.

3) Pick up your product from the Old Hickory Council. You will receive an e-mail with confirmation with time/date for the second week of November. Alternative arrangements may be made for those further away from Winston-Salem, please email oldhickory.council@scouting.org.

4) Commission for these Scouts is the maximum 40% and will be deposited into the Unit Account at the conclusion of the sale. If parents of Solo Scouts within a unit step up and become a Unit Kernel for your Pack or Troop, we'll give the whole unit the full commission of 40% for jumping on board!

Unit First Time Sellers

Did you miss out on selling last year? Trail's End is giving you two FREE cases to sell at storefronts! In addition, Old Hickory will let you try storefront sales with up to \$500 worth of product that you can return (in resellable condition)



Email oldhickory.council@scouting.org for more info!

Storefront Scheduling

The 2026 popcorn season introduces a streamlined, equitable process for securing storefront locations. To ensure a level playing field for every unit, all storefront scheduling—including high-traffic locations like Walmart & Sam's Club—will be managed exclusively through the Trail's End App.

This centralized system eliminates the "first-come, first-served" chaos of the past, allowing units and Scouts to claim shifts directly from their mobile devices with full transparency. By consolidating these premium locations into the app, the council ensures that every Scout has a fair opportunity to reach their fundraising goals.

If your unit has a specific local business or new location you would like to see added to the system, please do not contact the retailer directly. Instead, you must coordinate through the council office by emailing oldhickory.council@scouting.org. The council team will work to secure the site and add it to the app, maintaining a balanced distribution of opportunities across all districts.

This organized approach protects our community partnerships and maximizes the fundraising potential for every unit in the council.

New Family Guides

Based directly on the valuable feedback from our recent focus groups, we are excited to introduce a comprehensive Family Guide designed to make this fundraising season the most rewarding one yet. We heard your request for more direct support, and this resource is our commitment to helping your Scout succeed from the very first sale.

The guide is packed with practical tools to help your family navigate the campaign with ease, including:

- Proven Scripts: Easy-to-learn talking points for door-to-door, storefront, and online sales to help Scouts speak with clarity and poise.
- Expert Tips & Tricks: Insider advice on product knowledge and "pro-tips" for reaching fundraising milestones quickly.
- Comprehensive Safety Notes: Essential guidelines to ensure every sale is conducted in a secure and supervised environment.
- Goal-Setting Resources: Interactive tools to help Scouts track their progress, teaching them the value of persistence and follow-through.

More than just a sales manual, this guide is a roadmap for personal growth. By participating in the program, Scouts learn to build confidence, develop strength of character, and experience the satisfaction of achieving their goals. We are proud to provide your family with the resources needed to turn this season into a masterclass in leadership and life skills.

Errata

This page will be used to highlight changes that are made throughout the sale to this guide. For example, in 2025 two of the Roundtables changed dates and thus we moved the Popcorn Pep Rally dates to stay in line. All changes will be posted on the Old Hickory Council Popcorn Kernel Facebook Group as well as being updated in this guide and republished on the Council website.

7/7/26 - Dates Changes on Page 3 for Popcorn Pep rallies

Seven Rivers has been moved from August 4 to August 11

Wachovia has been moved from August 5 to August 12

Wachovia has scheduled an additional kickoff for July 27th.

Anyone may attend any kickoff to gain credit towards their bonus commission.

7/20/26 - Misc Updates

Fixed a few typos

Added locations to the Key Dates for Popcorn Pep Rallies

Added QR Code to new CouncWare Calendar for all Popcorn Dates

Page 4 - Changed the "Boring Admin Stuff - Commit to the Sale" from a Tentaroo Form to th Trail's End Website form

Page 6 - Added the \$7.99 price of the flat rate shipping!

Page 10 - Added text box of names of products as picture is grainy when printed.

Updated the Solo Scout Program Step 1 to remove the Council as an intermediary and allow parents/scouts to go directly to account creation at the Trail's End Website.



**Scouting
America™**

Old Hickory Council

Wachovia Service Center

6600 Silas Creek Pkwy; Winston-Salem, NC 27106

336-760-2900 : www.oldhickorycouncil.org : OldHickory.Council@Scouting.org