

What Smells So Good? - POPCORN!

This program help is designed to be used either prior to the start of, or during the beginning of the council's Popcorn Sale.

WHEN	TIGER DEN	WOLF DEN	BEAR DEN	WEBELOS DEN
Den leader is aware of the per Scout goal, established by the pack. Den leader, den chief and denner review plans before the meeting and check equipment needed, including a television and DVD player.				
BEFORE THE MEETING STARTS	*Using the provided microwave popcorn packets, prepare a snack. *Prepare the TV/DVD	*Using the provided microwave popcorn packets, prepare a snack. *Prepare the TV/DVD *Gather poster making supplies.	*Using the provided microwave popcorn packets, prepare a snack. *Prepare the TV/DVD *Prepare popcorn cooking supplies.	*Using the provided microwave popcorn packets, prepare a snack. *Prepare the TV/DVD *Gather supplies to generate a news release.
Den leader collects dues.				
GATHERING	Den leader and denner lead a brainstorming session on their Ideal Year of Scouting.	Den leader and denner lead a brainstorming session on their Ideal Year of Scouting.	Den leader and denner lead a brainstorming session on their Ideal Year of Scouting.	Den leader and denner lead a brainstorming session on their Ideal Year of Scouting.
OPENING	Explain that this is very special meeting and why. Gather boys into a circle, present the Cub Scout sign and repeat the Cub Scout Motto.	Explain that this is very special meeting and why. Gather boys into a circle, present the Cub Scout sign and repeat the Cub Scout Motto.	Explain that this is very special meeting and why. Gather boys into a circle, present the Cub Scout sign and repeat the Cub Scout Motto.	Explain that this is very special meeting and why. Gather boys into a circle, present the Cub Scout sign and repeat the Cub Scout Motto.
Den leader checks boys' books for completed achievements and electives and records them on Den Advancement Chart. Boys record own advancement on den doodle, if den has one.				
BUSINESS ITEMS	View Popcorn Sales Instruction DVD. (Approximately 11 min.) Share Sales Materials with youth and adults.	View Popcorn Sales Instruction DVD. (Approximately 11 min.) Share Sales Materials with youth and adults.	View Popcorn Sales Instruction DVD. (Approximately 11 min.) Share Sales Materials with youth and adults.	View Popcorn Sales Instruction DVD. (Approximately 11 min.) Share Sales Materials with youth and adults.
ACTIVITY	<i>(Elective 20)</i> - Get the word out. With your den act out a public service announcement for buying popcorn. Play "Down and Derby" Activity Game.	Make a poster announcing the popcorn sale. <i>(Arrow Point Art Elective 12f)</i> Play "Down and Derby" Activity Game.	<i>(What's Cooking? Requirement 9b)</i> Make popcorn with your leaders as outlined on page 82. Play "Down and Derby" Activity Game.	<i>(Communicator Requirement 8)</i> Write a news release to be submitted to your local newspaper in regards to the popcorn sale. Play "Down and Derby" Activity Game.
CLOSING	Arrange boys in two lines facing each other and perform the Popcorn Cheer. Have boys repeat date of your unit's "Blitz Day", if planned.	Arrange boys in two lines facing each other and perform the Popcorn Cheer. Have boys repeat date of your unit's "Blitz Day", if planned.	Arrange boys in two lines facing each other and perform the Popcorn Cheer. Have boys repeat date of your unit's "Blitz Day", if planned.	Arrange boys in two lines facing each other and perform the Popcorn Cheer. Have boys repeat date of your unit's "Blitz Day", if planned.
Denner supervises putting away equipment, as Den leader informs parents of sale details.				
AFTER THE MEETING	Return unused supplies to pack's Popcorn Kernel and follow up with Scouts not in attendance to give them their sales tools.	Return unused supplies to pack's Popcorn Kernel and follow up with Scouts not in attendance to give them their sales tools.	Return unused supplies to pack's Popcorn Kernel and follow up with Scouts not in attendance to give them their sales tools.	Return unused supplies to pack's Popcorn Kernel and follow up with Scouts not in attendance to give them their sales tools.
Check with your pack's Popcorn Kernel or Cubmaster for any up-dates to the Popcorn Sale.				

What Smells So Good? – POPCORN!

This special meeting's theme is "What Smells So Good? – POPCORN!" and is designed to be used either prior to the start of, or during the beginning of the council's Popcorn Sale. The boys will gain a understanding of what the Popcorn Sale pays for, how to sell successfully and learn about tools that are available to make their Scouting dreams come true. Along with the sales training and education, there are Cub Scout advancements that are tied into the meeting.

The Popcorn Sale is pivotal to the success of your den's program, so building a knowledgeable sales team is important.

- *Tiger Cub Elective 20*, Get the Word Out.
- *Wolf Arrow Point Elective 12f*, Make a popcorn poster announcing the sale.
- *Bear Requirement 9b*, What's Cooking?
- *Webelos Communicator Requirement 8*, Write a news release regarding the Popcorn Sale.

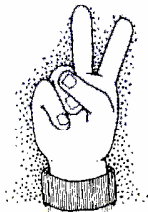
Gathering

Cub Scouts come in and sit in a circle. The Den leader leads a discussion on what activities are planned for your den and pack this year. Your unit should already have given you a calendar of events for its "Ideal Year of Scouting." Ask the boys for their ideas also and these should be written down and shared with your unit committee later. The goal is to get the boys excited and thinking about the many adventures that Scouting has to offer them.

Opening

Explain that this is a very important meeting because the boys are going to learn all about the Popcorn Sale and if we sell our goal, some of the activities from their Ideal Year of Scouting list can occur.

Have the boys stand in a circle, raise their right hand in the Cub Scout sign and say the Cub Scout Motto. "DO YOUR BEST"



Business Items

Enclosed in your Den Activity Kit is a DVD, which is titled "Popcorn Sale Tool Kit". Prior to the start of the meeting, set up the television and DVD player. Also, cue up the show to the Youth Training segment.

Provide Scouts with some prepped microwave popcorn to enjoy during the show. Show the training show, which is 10:20 long.

Pass out the Sale Materials to each boy (if not already done) and explain the contents:

- Take Order Form & Sale Guide with Prize Brochure
- Special District Promotions including the Rope Warrior Ice Cream Encounter for filling out Take Order Form

Activity

Complete the age appropriate advancement:

- *Tiger Cub Elective 20*, Get the Word Out.
- *Wolf Arrow Point Elective 12f*, Make a popcorn poster announcing the sale.
- *Bear Requirement 9b*, What's Cooking?
- *Webelos Communicator Requirement 8*, Write a news release regarding the Popcorn Sale.

Also

- Read the game instructions to boys and play "Down and Derby" Activity Game.

Closing

Arrange boys into two lines facing each other.

Ask them what their personal sales goal is. Encourage them to do their best during the sale. If your den or pack plans a "Blitz Day" ask boys in turn what the day and time of the event is. Encourage enthusiasm by having each boy shout the date and time to another boy in turn.

Instruct one line to say "POP" when you point to them. Instruct the second line to say "CORN" when you point to them. They should start soft and slow and become louder as the Den leader speeds up the alternating pointing. Continue this until the excitement is that which a Cub Scout can be proud of.

After the Meeting

Follow up with Scouts not in attendance at the den meeting and educate them and provide them with sales resources. Return unused supplies to the unit's Popcorn Kernel.

Check with the Popcorn Kernel or Cubmaster for up-dates on the Popcorn Sale. In following den meetings, check with boys regarding their progress and continue to encourage their success. Use our council popcorn website to get more details: www.NEICPopcorn.com

