



PROSPECTING FOR UNIT KERNELS

HAVE A POPCORN TEAM THAT INCLUDES:

Unit kernel

Unit liaison with VAHC Staff Member

Attend the Council/District popcorn kickoff.

Line up show and sell times and locations.

Host a popcorn kickoff event with your den/pack/troop. Warehouse and manage inventory on all unit popcorn. Manage all returns in a timely manner.

Reconcile online invoice with unit paperwork.

Assistant Kernel

Helps unit kernel with assigned duties. The assistant kernel could; manage show and sells; manage correspondence with unit leadership and families; or manage inventories. Would work with Unit Kernel and Unit.

Distribution/Logistics Kernel

Manages product pickups, warehousing and movement. Would work with Kernel and assistant for better flow of product and information within the unit.

Know Who is Committed Within Your Unit

How many of your families are selling?

Do they have goals set?

Do you have their contact information?

Check in regularly with these families.

Accolades at Pack/Troop meetings for those selling will help motivate the Scouts.

Requesting help in a group setting seldom gets the job filled.

If your unit is in need of a kernel for all or part of the job, individual phone calls or meeting are essential. Many people will contribute small parts but not commit to a larger duty.