



WHAT EVERY NEW KERNEL SHOULD KNOW

JOB DESCRIPTION -

There are several things a successful Unit Kernel does:

- 🌻 Liaison with Council
- 🌻 Attend the Council/District popcorn kickoff meeting
- 🌻 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
- 🌻 Make returns
- 🌻 Reconcile online invoice with unit paperwork.

Contact List

- 🌻 List phones and emails of District and Council Level individuals that you can call on if you need questions answered.
- 🌻 List phones and emails of Unit Leaders, Committee members and active parents that you can rely on for help.
- 🌻 List phones and emails of families in your unit.

Unit Historical Data

- 🌻 Talk to your past Unit Popcorn Kernel or Committee Chair to get a historical perspective.
- 🌻 Look at last year's sale, number of selling scouts, number of show and sell locations and average sale per scout.

Unit Planning

- 🌻 Meet with your unit committee in the Spring/Summer to build your program plan.
- 🌻 Using the Ideal Year of Scouting, determine how much popcorn your unit needs to sell.
- 🌻 Set a goal for your unit sale. As a unit, set a per Scout goal.

Timeline

- 🌻 Determine which portions of the sale suit your units abilities/goals and program timeline.
- 🌻 Set your unit timeline in accordance with order dates/delivery dates/show and sells/return options and payment due dates.