

SCOUT PARENT GUIDE

Trail's End™

Middle TN Council
Natchez Trace District
Pack 136
Unit code 4B63N

TRAIL'S END APP

☎ Record all sales, Sign up for storefront shifts, pay your Unit Leader via credit (Wagon only), and review training material



DOWNLOAD THE APP & START YOUR ADVENTURE TODAY!

visit trails-end.com/app or text APP to 62771 to download

Credit Card, Cash App, Google Pay, Apple Pay in app
All transactions through the trails-end app have 0% fees.
Square readers are provided for Storefront shifts.

REWARDS

Our pack has chosen to utilize a combination of Trails-End Rewards and Pack Rewards. Trails-End converts sales to 'points' redeemable for gift cards. Our pack Rewards are as follows;

Pack Rewards: (accumulative)

\$400 – Pack Dues and LED Lantern

\$750 – Nat'l Dues and Nashville Sounds Scout Night (via Mid-TN council)

\$1000 – Spring Outing fee

Individual Rewards: Select from level earned

\$400 – Pack Rewards!

\$750 – Pack Rewards and Choice of Walkie Talkie, Hammock, or Light up football

\$1,000 – Pack Rewards and Choice of Daylite bag, Corn hole, Sleeping Bag

\$1,500 – Pack Rewards and Choice of Exped Sleeping Pad, Helinox Chair One, Granite Grom RC Car

\$2,000 – Pack Rewards and Choice of Paddle Board, NEMO Stargaze Camp Chair, or Pick a 1500 prize and 2 prizes of \$1000 or lower

Group Rewards:

Pack Goal – Special Pack Celebration
And MOST importantly, EVERY scout will receive a fun and rewarding year of Scouting!
Check your e-mail for potential surprises throughout the sale!

RESOURCES

Pack Website: pack136cubmaster.wixsite.com/pack136
Council Website: mtcbsa.org/popcorn

My Popcorn Kernel Can Be Reached At:
- Michael Russell 615-812-1554

2025 Key Dates

Storefronts Begin	August 23
Sale Ends	September 30
Money Turn In Date	September 30
Pack Dues	By Oct 15
Wagon Popcorn Pickup	November 2

Unit Sales Goal	\$36,750
Individual Goal	\$400

By Reaching My Goal, I Will Receive:
Pack 136 Rewards, Middle TN Council Rewards, and a fun year of scouting!

TIPS FOR SELLING

- Introduce yourself (first name only), where you are from, what you are doing, and close the sale
- "Hi, my name is (name) and I am from Pack 136. I'm earning my way to Summer Camp. Can I count on your support?"
- Wear your Class A uniform and always say "Thank you"
- **Always** have an adult present
- Storefronts: stand in front of table, approach customers, maintain eye contact, and deliver your speech
- Wagon Sales: **Never** enter anyone's home

MULTIPLE WAYS TO SELL

- **Online Direct:** Sell online & ship directly to customers
- **Storefront Sales:** Leverage high foot traffic locations reserved by your Unit Leader
- **Wagon Sales:** Direct sales to family, friends and neighbors (with adult supervision)

Did You Know? 2 out of 3 people will buy when asked at their door

Pack 136 Popcorn Rewards Overview 2025

\$400 in Popcorn Sales or 3 Storefront hours

- 2025 Pack Dues (\$138)
- LED Camping Lantern



\$750 in Popcorn Sales or 6 Storefront hours

- 2025 Pack Due (\$138) and 2026 National Council Fee (\$87)
- One Entry to Nashville Sounds Scout Night (Mid TN Council)
- **Choose ONE:** Walkie Talkie **Or** Hammock **OR** Light up football



\$1000 in Popcorn Sales

- 2025 Pack Dues and 2026 National Council Fee, and Nashville Sounds Scout Night ticket
- **Choose ONE:** Daylite bag **Or** Corn hole **OR** Sleeping Bag



\$1500 in Popcorn Sales

- 2025 Pack Dues and 2026 National Council Fee, and Nashville Sounds Scout Night ticket
- Free entry to Spring Outing
- **Choose ONE:** Exped Sleeping Pad **Or** Helinox Chair One **OR** Granite Grom RC Car



\$2000 in Popcorn Sales

- 2025 Pack Dues and 2026 National Council Fee, and Nashville Sounds Scout Night ticket
- **Choose ONE:** Paddle Board **Or** NEMO Stargaze Camp Chair **OR** Pick a 1500 prize and 2 \$1000 or lower

