

BOY SCOUT

MERIT BADGES

POPCORN SALES CAN HELP YOU EARN MERIT BADGES!

BEFORE YOU BEGIN, MAKE SURE YOUR MERIT BADGE COUNSELOR HAS APPROVED YOUR IDEA

AND CONSIDER THE FOLLOWING POPCORN ACTIVITIES:



ART

FOR REQUIREMENTS 2, 5, AND 6,
PRODUCE AN 'AMERICA'S POPCORN SALE' POSTER FOR DISPLAY USING
PEN AND INK, WATERCOLOR, PENCIL,
PASTEL, OIL, TEMPERA, ACRYLIC PAINT OR MARKER.



CINEMATOGRAPHY

FOR REQUIREMENTS 1 AND 2, CREATE A STORYBOARD FOR A VIDEO
DESIGNED TO SHOW CUB SCOUTS HOW TO SELL TRAIL'S END POP-
CORN.



COMMUNICATION

FOR REQUIREMENT 1, SHOW YOUR
COUNSELOR HOW YOU WOULD TEACH OTHERS TO SELL POPCORN.
THEN, PLAY THE ROLES OF CUSTOMER AND SCOUT, PRACTICING SELL-
ING TECHNIQUES. FOR REQUIREMENT 2, MAKE A POPCORN SALES
PRESENTATION TO YOUR COUNSELOR.



PHOTOGRAPHY

FOR REQUIREMENT 2B, TAKE
PHOTOGRAPHS OF TRAIL'S END
PRODUCTS, OF SCOUTS SELLING, AND OF OTHER ACTIVITIES RELATED
TO THE SALE, AND ARRANGE THE PRINTS WITH CAPTIONS, TO TELL A
STORY OF THE SALE.



COMPUTERS

FOR REQUIREMENTS 2, 3, 4, AND 5,
DESIGN A PERSONAL SALES
SPREADSHEET TO KEEP TRACK OF YOUR POPCORN SALES, PRIZES
EARNED, AND MONEY MADE FOR YOUR TROOP.



PLANT SCIENCE

WITH COUNCIL PERMISSION, USE TRAIL'S END EDUCATIONAL MATERI-
ALS TO SHOW HOW POPCORN HYBRIDS ARE GROWN TO COMPLETE
REQUIREMENTS 8A AND 8B.



ENTREPRENEURSHIP

WITH COUNCIL PERMISSION, USE YOUR OWN MANAGEMENT OF THE
TRAIL'S END POPCORN SALE TO MEET MANY OF THE REQUIREMENTS
FOR THIS BADGE
INCLUDING 3, 4B, 4D, AND 6.



PUBLIC SPEAKING

FOR REQUIREMENT 1, PREPARE AND GIVE A SPEECH TO A CUB SCOUT
PACK DESCRIBING THE BENEFITS OF POPCORN SALES TO THE TROOP.
FOR REQUIREMENT 2, PREPARE AND GIVE A SPEECH TO A CUB SCOUT
PACK DESCRIBING THE STEPS TO A SUCCESSFUL POPCORN SALE.



GRAPHIC ARTS

FOR REQUIREMENTS 2, 3, AND 4,
DESIGN A POSTER FOR USE DURING THE POPCORN SALE, AND FOLLOW
THE
VARIOUS STEPS DESCRIBED FOR ONE OF THE PRINTING METHODS TO
PRODUCE COPIES OF THE POSTER.



SALESMANSHIP

WITH COUNCIL PERMISSION, USE THE MEETINGS, PRACTICES, AND
PROCEDURES OF THE ANNUAL TRAIL'S END POPCORN SALE TO MEET
MANY - IF NOT ALL - OF THE REQUIREMENTS FOR THIS BADGE.



JOURNALISM

FOR REQUIREMENTS 2A OR 2B, CREATE A NEWSPAPER STORY OR RADIO
NEWS ANNOUNCEMENT REPORTING ON YOUR TROOP'S PARTICIPATION
IN THE TRAIL'S END POPCORN SALE.



TRUCK TRANSPORTATION

FOR REQUIREMENT 10, DESCRIBE WHAT KIND OF TRUCK WOULD BE
NEEDED TO SHIP POPCORN FROM THE FACTORY YOUR COUNCIL, TELL
HOW THE POPCORN WOULD BE PACKED, ESTIMATE THE TIME FOR THE
TRIP, AND EXPLAIN WHAT WOULD BE THE BEST WAY TO UNLOAD THE
SHIPMENT.

CUB SCOUT

ACHIEVEMENTS

POPCORN SALES CAN BE USED TO MEET ACHIEVEMENT AND ELECTIVE REQUIREMENTS!

CONSIDER THE FOLLOWING POPCORN ACTIVITIES:

'TAKE CARE OF YOUR PLANET' ACHIEVEMENT

AS ONE OF THE THREE REQUIREMENTS, EXPLAIN HOW TRAIL'S END POPCORN IS BETTER FOR THE ENVIRONMENT BECAUSE IT IS PACKAGED IN RECYCLED CARTONS, AND BECAUSE SOY INKS ARE USED TO PRINT THE PACKAGING.

'WHAT'S COOKING' ACHIEVEMENT

AS ONE OF THE FOUR REQUIREMENTS, SHOW HOW TO MAKE POPCORN, EXPLAIN WHAT HAPPENS WHEN POPCORN 'POPS', AND EXPLAIN WHY POPCORN'S NUTRITIONAL ANALYSIS IS IMPORTANT TO PERSONAL HEALTH.

'INFORMATION PLEASE' ACHIEVEMENT

AS ONE OF THE REQUIREMENTS, SHOW HOW THE TRAIL'S END PROMOTIONAL MATERIALS, SUCH AS TELEVISION OR RADIO COMMERCIALS, POSTERS AND BILLBOARDS, HELP INCREASE YOUR UNIT'S POPCORN SALES.

'JOT IT DOWN' ACHIEVEMENT

AS ONE OF THE REQUIREMENTS, KEEP A RECORD OF THE NUMBER OF PEOPLE YOU SPEAK WITH WHEN SELLING POPCORN, AND RECORD SOMETHING ABOUT EACH PERSON AND WHETHER A SALE IS MADE OR NOT.

'BE A LEADER' ACHIEVEMENT

DEMONSTRATE TO A NEW PACK MEMBER HOW TO SUCCESSFULLY SELL POPCORN, BASED ON YOUR OWN EXPERIENCES.



CUB SCOUT

ARROW POINT ELECTIVES

ART ELECTIVE

AS ONE OF THE REQUIREMENTS, MAKE A POSTER TO ANNOUNCE AND PROMOTE YOUR UNIT'S POPCORN SALE.

PHOTOGRAPHY ELECTIVE

TO FULFILL REQUIREMENTS, MAKE PHOTOS SHOWING THE BEST WAYS FOR CUB SCOUTS TO LOOK AND ACT WHEN THEY SELL POPCORN. EXPLAIN YOUR PHOTOS TO YOUR DEN.

SALES ELECTIVE

A SUCCESSFUL POPCORN SALE FULFILLS ALL THE REQUIREMENTS FOR THIS ELECTIVE.



WEBELOS

ACTIVITY BADGES

ARTIST BADGE

AS ONE OF THE FIVE REQUIREMENTS, DESIGN A POPCORN SALE ADVERTISING POSTER FOR DISPLAY IN YOUR LOCAL SUPERMARKET.

COMMUNICATOR BADGE

AS A REQUIREMENT, EXPLAIN TO A GROUP OF CUB SCOUTS THE PROPER WAY TO CONDUCT A SUCCESSFUL POPCORN SALE

SHOWMAN BADGE

AS A REQUIREMENT, DEMONSTRATE THE 'RIGHT' AND 'WRONG' WAYS TO SELL POPCORN
W'

