



2017 Popcorn & Peanut Journey to Excellence

Heart of Virginia Council, BSA



Pack/Troop/Crew _____ of _____ District

Item Number	Objective	Bronze Level 1% Bonus Commission	Silver Level 3% Bonus Commission	Gold Level 5% Bonus Commission	Bronze Points	Silver Points	Gold Points
1	Leadership: An effective sale is led by someone with no other significant duties to the unit.	Designate a unit Kernel	Kernel is not a unit leader nor an assistant leader	Achieve Silver Level and submit Unit Commitment form/Kernel name to Council office by 9/1	25	50	75
2	Organization: Assist the unit and district operations	Complete a Program Planner worksheet and submit a copy to District Kernel by 9/15	Achieve the Bronze Level and meet all order deadlines	Achieve the Silver Level and provide an adult to assist with one of the warehouse distributions	25	50	100
3	Training: Trained Scouts and parents ensure a successful sale	Attend a Council Product Explosion	Achieve the Bronze Level and conduct a unit training attended by at least 75% of the Scouts	Achieve the Silver Level and have the parents of at least 50% of the Scouts participate in the unit training	50	100	150
4	Goals: Targets motivate sellers to achieve success	Set goal to beat last year's total sales by 10% or \$1500 (whichever is smaller) and submit to District Kernel by 9/15	Achieve the Bronze Level and set goal for each Scout to sell at least \$300 of product	Achieve the Bronze and Silver Levels and set a goal for each Scout to achieve the \$650 Seller Club	25	50	75
5	Sales: Taking product to people's homes is far more successful than store-front sales	At least 50% of registered Scouts participate in Door-to-Door sales	Conduct a neighborhood Blitz Day Sale with at least 50% of registered Scouts participating	Conduct two neighborhood Blitz Day Sales with at least 50% of registered Scouts participating in each	50	100	200
6	Participation: Every Scout can benefit from selling	At least 50% of registered Scouts sell at least one item	At least 75% of registered Scouts sell at least one item	100% of registered Scouts sell at least one item	25	50	100
7	Results: Better than last year	Meet or beat last year's total sales	Beat last year's total sales by at least 10% or \$1500 (whichever is smaller)	Beat last year's total sales by at least 20% or \$3000 (whichever is smaller)	50	250	500
8	Rewards: Scouts are motivated by recognitions and rewards	Implement a program to recognize the Scouts who meet their sales goals	Achieve the Bronze Level and reward the top sellers in your unit	Achieve the Silver Level and reward the Scouts who make the most attempted door-to-door sales	25	50	100
9	Celebration: Galactic Blast Day – \$650 Seller Club award recipients	At least one Scout qualifies for Galactic Blast Day	At least 10% of registered Scouts qualify for Galactic Blast Day	At least 20% of registered Scouts qualify for Galactic Blast Day	50	100	200

* For the purposes of this form, a "Scout" is a Cub Scout, Boy Scout, or Venturer.

** Count only the highest point total achieved in any one requirement.

Points _____

Total Points _____

Bronze [1% Bonus Commission]: Earn at least 325 points by earning points in at least 7 objectives.

Silver [3% Bonus Commission]: Earn at least 650 points by earning points in at least 8 objectives.

Gold [5% Bonus Commission]: Earn at least 1200 points by earning points in each of the 9 objectives.

We certify on our honor as Scout leaders that these requirements have been completed.

Unit Leader: _____ District Kernel: _____

Unit Kernel: _____ Council Product Sale Staff: _____

Level achieved: _____ Date: _____

This form should be submitted to Council by November 6, 2017.