

Cub Scout Personal Popcorn Plan

Pack: _____

Scout (print): _____

The best way to have a great year is to start with a great plan. Consider your Scouting goals and expenses for the next twelve months and then make a plan to succeed.

"Young people in Scouting are taught early on that if they want something in life, they need to earn it."

What are your goals in Scouting for the next twelve months?

Registration: \$10 to the National Council.	\$
Boys' Life: \$12 magazine subscription.	\$
Accident Insurance: for medical bills from a Scouting accident: about \$1/Cub Scout, \$3/Boy Scout	\$
Program Materials: Book, rank patch, neckerchief, slide, etc. (\$20 is typical)	\$
Advancement Costs: Belt Loops, Pins, Arrow Points, patches, etc. (typically \$10 - \$30)	\$
Unit Expenses: Your share of recharter, training, fees, equipment, etc. (typically \$10 - \$30)	\$
Basic Costs:	\$

Activities: Pinewood Derbies®, ball games, hikes, museum trips, camping, trips, etc. (\$20 - \$50)	\$
Camps: Day Camp (\$70 - \$150), Resident Camp (\$120 - \$180), and/or Family Camp (\$50 - \$150).	\$
Equipment: Uniform, equipment, sleeping bags, tents, etc.	\$
Activity Costs:	\$

Total Costs = Basic Costs + Activity Costs:	\$
--	-----------

Profit Margin: typically 32% - 35% (can be about 5% more if no prize plan is used)	%
Popcorn Sales Needed: (Total ÷ Profit Margin)	\$

Typical Sale: (\$15 - \$25, with \$20 as the national average)	\$
--	----

Sales Needed = Popcorn Sales Needed ÷ Typical Popcorn Sale:	
--	--

Top Prospects

10 Sales to Friends & Family: Grandparents___ Brothers/Sisters___ Aunt/Uncles___ Cousins___ Friends ___	
10 Sales to Closest Neighbors: ___	
10 Sales for Mom: Mom___ Mom's Friends ___ Work___ Clubs___ Sports Teams___ Youth Groups___ Other___	
10 Sales for Dad: Dad___ Dad's Friends ___ Work___ Clubs___ Sports Teams___ Youth Groups___ Other___	
Businesses you support: Hair salon___ Insurance office___ Bank___ Other___	(3-10 sales?)
Religious Institution Friends: ___	(3-10 sales?)
Other Past Customers: ___ (Did you keep their names and numbers?)	(1-50 sales?)
The next 25 neighbors in each direction. (60% should buy!)	(1-60 sales?)
Other Prospects: ___	
Total Prospects:	
Projected Sales = Based on your Typical Sale, sales to your Top Prospects should be:	\$
Personal Earnings = Total Sales x Profit Margin	\$