

## **Popcorn Bingo**

**Objective:** Each boy and his parents will go over important knowledge they need to successfully sell popcorn this year by playing Popcorn Bingo. The questions are based on product & sales knowledge, sales process & safety know how, and benefits of participating in the popcorn fundraiser for the boys and their families.

### **Supplies:**

- Popcorn questions for game host to read
- Popcorn playing boards (Scramble the boards so they're different. That way you won't have too many winners. The number of differing boards depends on the number of families playing.)
- Markers or crayons
- Popcorn bowl from which to draw questions
- Table for laying out all the questions read during the game. You need this to check for possible winners.
- Prizes for the winning family or families depending on how many different kinds of boards you used. (I included prizes with the word "pop" or associated with popcorn)

### **Set-up:**

Cut apart the following questions and place them in a "popcorn bowl". Handout "Popcorn Bingo" boards to each family...one/two adults team up with one child. Draw questions from the popcorn bowl and read off the questions one at a time until someone has "seven in a row, column or diagonal".) If a family gets seven in a row, they yell "popcorn". Check for answers to make sure they're right.

**People who buy their popcorn with a check need to make it out to this organization.**

(1 ans)

(Pack 185)

**This is the abbreviation for "paid" on the order form. (1 ans)**

(PD)

**People who bought popcorn the tradition way can expect their popcorn to be delivered on or after this date. (1 ans)**

(Monday, Nov. 20<sup>th</sup>)

**Mark off things Scouts should never do while selling popcorn. (3 ans)**

(Go into people's homes

Sell alone

Carry large amounts of money)

**The place where all the popcorn is getting divided for our council is called Speedway in Kenmore/Tonawanda and will occur on this date. (1 ans)**

(Nov. 17<sup>th</sup>)

**Which date can you pick up popcorn from the "Kernel's" home? (1 ans)**

(Nov. 18<sup>th</sup>)

**Cross off all the spaces with the names of the pre-sale popcorn. (5 ans)**

(Kettle Corn

Caramel Corn 26oz

Caramel Corn 11oz

Unbelievable Butter

Butter Light)

**If someone tells you they want to buy the Original \$8 tin of Caramel Corn with peanuts, you (1 ans)**

(Share benefits of ordering the 26oz Caramel Corn.)

**A Boy Scout might say, "Hi, I'm \_\_\_\_\_ and I'm selling popcorn so I can go to camp. Would you like to help me?" A Girl Scout might say,**

**"\_\_\_\_\_"** (1 ans)

(Would you like to buy any cookies? or Ooh, a bug, squish it in the mud.)

**When selling popcorn, it is important to have the pictures of the different kinds of popcorn facing the customers because...(1 ans)**

(Seeing the pictures helps people choose what they want)

**Mark a star on all the spaces showing the ways to sell popcorn this year. (3 ans)**

(Show and Sell

Show and Deliver

Take orders door-to-door)

**Valu Home Center is the store at which we're going to do a "Show and Sell". Mark off the date. (1 ans)**

(Oct. 7<sup>th</sup> from 11am-3pm)

**This is how many adults should accompany 2-3 boys in a van on a Show and Deliver day. (1 ans)**

(2)

**The last day for selling popcorn in our Pack is this date. (1 ans)**

(Oct. 27<sup>th</sup>)

**In the 30 pack microwave popcorn you can receive 5 different flavors with this number of packages per flavor. (1 ans)**

(6)

**On your order form, the abbreviation "DLV" stands for what? (1 ans)**

(delivered)

**Based on research from 2005, this is the percentage of people who say they'll buy popcorn. (1 ans)**

(70%)

**Based on a survey from 2005, this is the percentage of people who said they were satisfied and would buy popcorn from Scouts again if asked. (1 ans)**

(90%)

**A parent's role during the popcorn sale is to make this sale a family affair, help their son understand he's contributing to the Pack and Council and ... (1 ans)**

(coach their boy so his interpersonal communication skills improve )

**Sales from popcorn help the Pack and Council. Profits pay for Pack programs, leaders' training, and camp maintenance, but they also help the individual boys get good things from their sales efforts? Some of these might be \_\_\_\_\_ (2 ans)**

(prizes such as archery bow set, MP3 player, Ipod, bike, store gift cards  
an educational scholarship for sales of \$2,500)

**Gourmet Caramel Corn is different from regular caramel corn because it has (1 ans)**

(pecans and almonds)

**These are two things a Scout should do when selling popcorn. (2 ans)**  
(stay on sidewalks and paths  
wear his Scout uniform)

**When I have questions about the popcorn sale, I can get answers from these two places. (2 ans)**  
(The Kernel-home phone #  
Trails-end.com )

**By looking at my sales sheet, how can I tell if someone paid me for their popcorn? (1 ans)**  
(my popcorn sales sheet has a spot to mark whether someone has paid me)

**I should never give people popcorn until I have collected this from them first. (1 ans)**  
(collected their money)

**Even if someone says they don't want to buy popcorn, I should...(1 ans)**  
(be upbeat and polite and say, "thanks anyway!")

**If someone says they don't want to buy popcorn I should not... (3 ans)**  
(stomp away  
fall flat on my face and throw a tantrum  
kick their mailbox)

**Setting a sales goal will help me because...(4 ans)**  
(It will give focus or a target to my sales  
I'll raise money I need to pay for camp)

I'll earn prizes I want  
I'll help my Pack be able to plan events for me to enjoy this year)

**These are the skills each boy is building when selling popcorn. (4ans)**

(goal setting

mathematics when he adds up his orders and makes change

interpersonal communication when he tells what he's doing and answers their questions

responsibility when he keeps track of his orders and money and delivers popcorn to buyers counting on him for the product)