

SOUTHWEST FLORIDA COUNCIL

2026 POPCORN SALE

70% BACK TO LOCAL SCOUTING!*

**MICROWAVE BUTTER
POPCORN**

\$25



**SALTED CARAMEL
CORN**

\$20



**FAVORITE
FLAVOR!**

**WHITE CHEDDAR
POPCORN**

\$20



SEA SALT POPCORN

\$20



**SWEET & SALTY
KETTLE CORN**

\$ 20



**Additional Ship Online Direct
to Home products available.**

trails-end.com/store

Scout Code: _____

Product images are for illustration purposes only. Actual product shape and color may vary.
Products, pricing, and specifications subject to availability and change without notice.

Trail's End®

HEROES & HELPERS PROGRAM

**SHOW YOUR SUPPORT
WITH A DONATION !**

Your donation supports local Scouts
and delivers tasty treats to troops
at-home or overseas, veterans, first
responders, local food banks, and
charitable organizations nationwide!

Donation Levels

\$50

\$30

**Custom
amount**

2026 Beneficiaries

- *American Legion Post 24
- * SRQ Vets
- * Fort Myers Police Dept.
- * Greater Naples Fire
Rescue District

Visit trails-end.com/terms for details.

ALLERGEN AND NUTRITIONAL FACTS

Scan the QR code to see the allergen and nutritional details.

FIND OUT ABOUT SCOUTS!

www.BeAScout.org



70% BACK TO LOCAL SCOUTING!*

*Amount back to local Scouting is calculated based on the Trail's End Return to Youth Organizations, see trails-end.com/terms for more details.

All payment types accepted!

- Secured by Square - Credit Card Payment
- Check payable to Unit _____
- Cash



PREFERRED PAYMENTS



Credit Cards



Apple Pay



Cash App Pay

2026 Heroes Beneficiaries

- ★ Bradenton American Legion Post 24
- ★ Sarasota SRQ Vets
- ★ Fort Myers Police Department
- ★ Greater Naples Fire Rescue District



NAME	STREET /EMAIL ADDRESS /PHONE NUMBER	AMOUNT		
		\$25	\$30	\$50
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				

	\$25	\$30	\$50	ORDER NUMBER	AMOUNT DUE	REC'D APP	DLVR	PAID
1				1				
2				2				
3				3				
4				4				
5				5				
6				6				
7				7				
8				8				
9				9				
10				10				
11				11				
12				12				
13				13				
14				14				
15				15				

GRAND TOTAL \$

(add lines 1-15 and enter here)



Fast! Easy! Secure! Selling through the app!

Heroes & Helpers: Don't forget to support our Heroes near and far with any size donation!

Sell Popcorn using "Tap to Pay" App Credit/Online/Cash to Credit™

Trail's End pays all transactions fees.

NAME

UNIT

LEADER NAME

CONTACT INFO

OUR GOAL

MY GOAL

2026 SOUTHWEST FLORIDA COUNCIL POPCORN PRIZE PROGRAM*



*\$1,300 "Top Seller" Day

A Day with FGCU Basketball!

Saturday, January 23, 2027
2:00 p.m game start

- ◆ Special day for top sellers and their household family members[^]
- ◆ Meal for your family provided
- ◆ Drawings for FGCU Athletic Gear & photos with AZUL the Eagle!
- ◆ Council Top Seller: 2 special seats for the Scout and a family member.
- ◆ Council Top Selling Unit: Scouts serve as Anthem Buddies.
- ◆ Council 2nd & 3rd Unit: High Five Line!
- ◆ All attendees receive a special recognition patch and **medal**.
- ◆ SPECIAL DRAWINGS FOR THOSE ATTENDING TOP SELLER DAY:
 - ◇ Drawing: One (1) family will be FGCU "family of the game"
 - ◇ Two drawings for a **Nintendo Switch or Mini Drone or Backpacking Kit!**
 - ◇ +\$2,000 in sales entered into one drawing of a choice between a **Nintendo Switch 2, VR Headset, Upgraded Drone, or iPad.**

*SWFL Council Top Seller Prizes

- ◆ Top Seller in each District wins a **\$300 gift card**
- ◆ Top Seller in Council wins **\$500 gift card**
- ◆ 2nd Top Seller in Council wins **\$300 gift card**
- ◆ 3rd Top Seller in Council wins **\$200 gift card**
- ◆ Top Council American Heroes Program Seller wins a **\$200 gift card**

ALL \$1,650+ LEVEL SELLERS

Receive 4 tickets to

Options from Feld Entertainment!



Any Florida Show on Ticketmaster[#] 1/1/2027 - 12/31/2027.

OR

Receive 2 tickets to



Parks only valid for visits 1/5/2027 - 5/30/2027.

*Earn Patches



Sell \$200



Sell \$250+
Heroes and Helpers



Sell \$1,300

* All sales must be entered by Scout or Parent in the Trails-End App to qualify for Trail's End Rewards and Southwest Florida Council prize program.
Sales counted 6/1/2026—11/3/2026

[^] Household family members are immediate relatives living in the same home. Friends and extended family can purchase game-only tickets through FGCU. No substitutions, rain checks, exchanges or gifting.

[#] Subject to availability. Ticket terms apply. Excludes any event at Amerant Bank Arena in Sunrise, FL & loanDepot Park in Miami, FL (non-Ticketmaster locations)

Trail's End®

2026 Parent Guide



New to Trail's End?

Download our Scout App here:



SCOUT PITCH

"Hi, my name is _____, I am a Scout with _____."
(first name only)

I'm selling popcorn to earn funds to help my unit with earning our way to adventures. I will be _____ and _____ to name a few.
(goal for your funds)

★ Can I count on your support?

Great! My favorite flavor is _____.
(pick one!)

Which flavors would you like to take today?

We take cash and prefer credit card!"

Remember:

NEVER, NEVER, NEVER ask customers to buy popcorn. It's to support You!

★ If you cannot remember your sales pitch, say, "Will you help me go to Camp?"

Even if the customer says no, always say, "Thank you" and "Have a good day."



Trail's End.

START

Log into the Trail's End App®

- Sign up for Storefronts shifts
- Personalize and share your online page
- Build your skills with training

Enter the App

- Enter your sales goal in the App
- Recommended: \$2,000 for Cub Scouts and \$3,000 for Scouts BSA

Practice Your Pitch

Hi, my name is _____. I'm raising money for Scouting and _____ (summer camp). Can I count on your support?

- Stand, ask everyone, make eye contact, smile, and always say thank you!

Throughout the Sale

- Enter every sale in the App in real-time
- Track your progress towards your goal
- Set hourly goals - I'm going to sell \$500 this hour!

Track Progress Towards Your Goal

- That's it - you're done.
- Celebrate and enjoy your Scouting year!

FINISH



HEROES AND HELPERS®

Scouts earn bonus Rewards and Trail's End delivers heartwarming snacks to military personnel and their families, first responders and local food banks.



GO CASHLESS!

Ask consumers to pay with credit! Tap-to-pay transactions make it faster, easier, and safer for everyone.

... AND Scouts earn **4x more Rewards** with credit!

TRAIL'S END® REWARDS

Scouts earn eGift Cards (Amazon®, Prepaid Mastercard®, and more) and choose the prizes they want! With 100% credit sales, Scouts claim when ready! [View 2026 Rewards](#)

TRAIL'S END® STOREFRONTS: FUND YOUR YEAR IN A WEEKEND

Trail's End secures **convenient hours and locations** on dates you can sell.



Last year, thousands of Scouts sold **\$300+/hour** over **27,000+** Storefront hours.



Support and FAQs
support.trails-end.com



Join Our Parent Community
fb.com/groups/TEScoutParents



Meet Fin - Trail's End's new Chatbot
Get live answers in the App!