

POPCORN TIMELINE



Utilize the dates and timeline below to aid in planning for your unit's popcorn sale.

JULY 2026

- July 18: Popcorn University North, 9AM-Noon at Burlington Scout Shop.
- July 25: Popcorn University South, 9AM-Noon at Quincy Scout Shop.

At these events you will pick up your samples, order forms, and more!

AUGUST 2026

- August 1: Orders Due ONLINE
- August 1: Online Sales Begin
- August 5: Sign Up Genius Goes Live at 12PM
- August 14: Popcorn Pick Up. 50% of retail value due at pick up
- August 15: All Sales Begin

Other August Tips:

- Have Unit Popcorn Kickoff
- Finalize your unit program plan, budget, & goals
- Confirm sites for Show & Sell and Drive Thru Sales
- Finalize unit incentive plan
- Sign Scouts up to attend Drive Thru/Show & Sells
- Conduct Show & Sell and/or Drive Thru sales events
- Ensure each family has enough popcorn to be successful with Show & Deliver and/or Pop-Up Shops
- Confirm additional volunteers to help pick up product at distribution site and to sort for each Scout

SEPTEMBER 2026

- September 23: Council Deposits first order checks

Other September Tips:

- Make sure each family is equipped with sales materials and is familiar with deadlines
- Provide weekly promotion to Scouts and families to create ongoing excitement
- Conduct Show & Sell and/or Drive Thru sales events, Ensure each family has enough popcorn to be successful with Show & Deliver and/or Pop-Up shops
- Collect copies of all order forms and prize details from each Scout with enough time to enter orders

OCTOBER 2026

- October 24: Final Orders Due Online
- October 24: All Sales End
- October 26: Last Day to return product

Other October Tips:

- Make sure each family is equipped with sales materials and is familiar with deadlines
- Provide weekly promotion to Scouts and their families to create ongoing excitement
- Conduct Show & Sell and/or Drive Thru sales events Ensure each family has enough popcorn to be successful with Show & Deliver and/or Pop-Up shops
- Collect copies of all order forms and prize details from each Scout with enough time to enter orders
- Unit can return up to 30% of original order anything over that will be the responsibility of the unit
- Make sure to fill out the unit prize forms

NOVEMBER 2026

- November 10: Final Pick Up. Invoices will be a closeout balance
- November 12: Last day to enter unit prize forms
- November 23: Council deposits final checks

